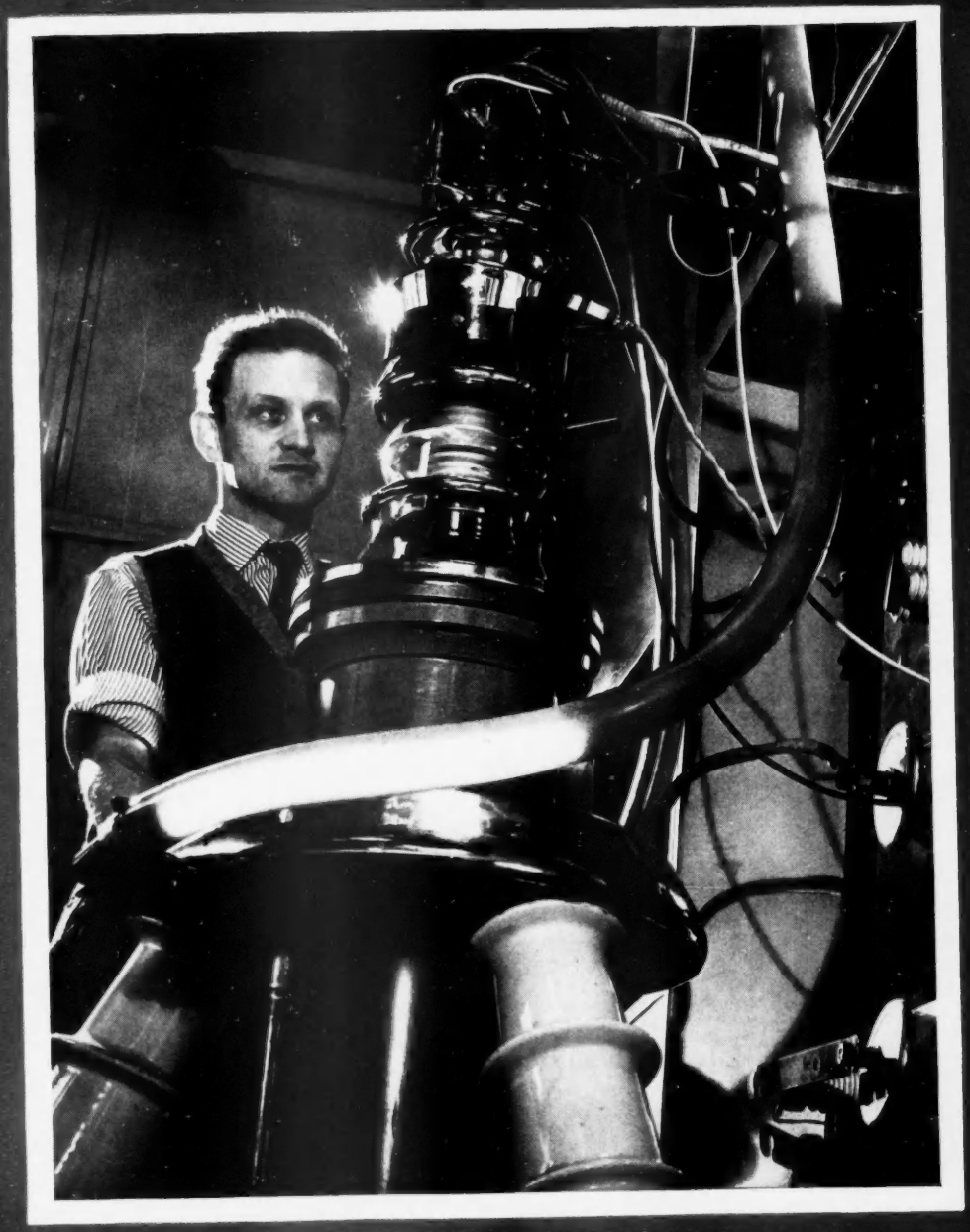
Board of Trade Journal

Volume 192, No. 3654 Published by Her Majesty's Stationery Office 31 March 1967



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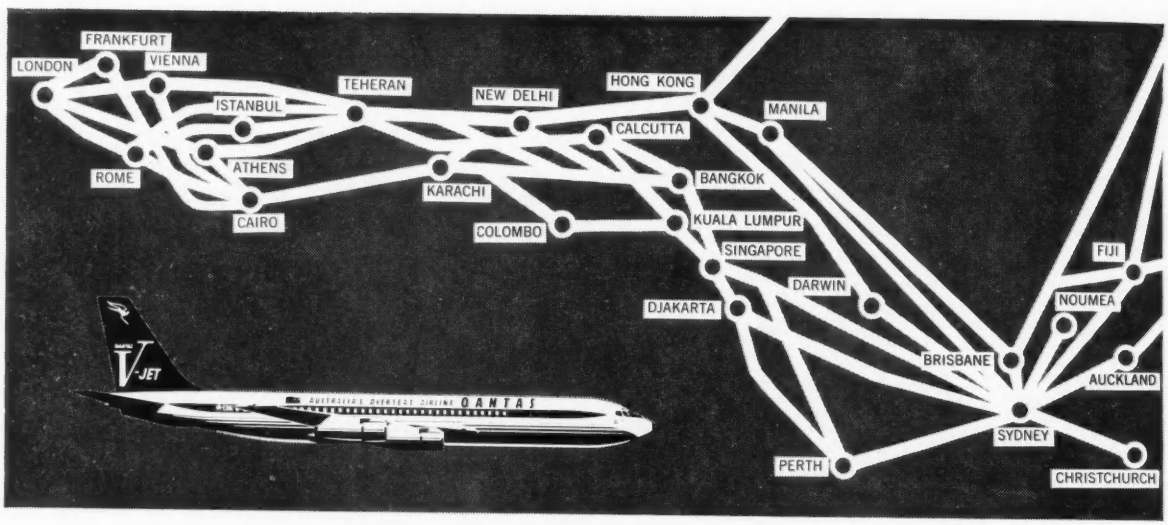

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VOLUME 192, NO. 3654, PAGES 801-848
31 MARCH 1967
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

This 150 kW triode valve is being set up for a high voltage test at the Paignton factory of Standard Telephones & Cables Ltd., who export 40 per cent of their production. The Netherlands is included in the countries to which STC exports.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2: 423 Oxford Street, London, W.1: 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5: 109 St. Mary Street, Cardiff: 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718.)

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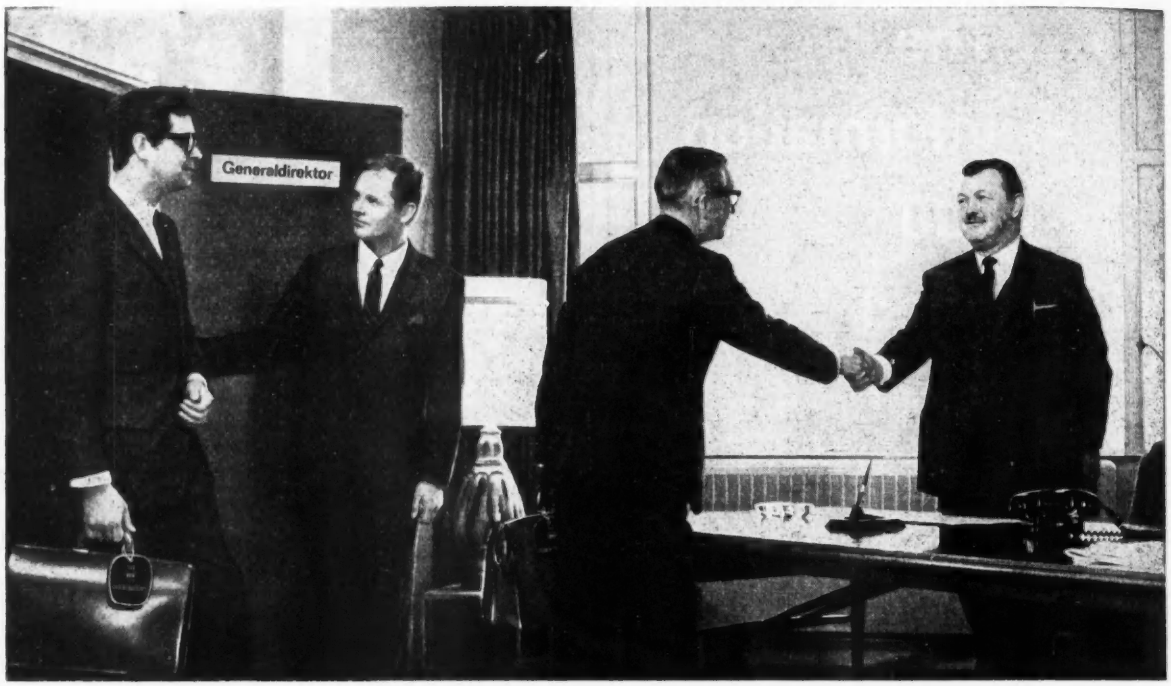

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TRADING WITH 'THE SIX'—2

The Netherlands market

By J. A. Turpin, CMG, Counsellor (Commercial), British Embassy, The Hague

Little Holland – big market

In 1966 the Netherlands imported a record £2,900 million worth of goods from all sources. The market for imported goods in Holland has been growing steadily over the years, and has now reached a point where it is just on half the size of that in Britain.

How does it come about that, with a population of only 12.5 million, Holland offers such a large market for other people's goods? Some of this is due to the wave of expansion which followed the successful inauguration of the European Economic Community; but for the basic reason one must go much farther back into history. Since the 17th century the Dutch have been great international traders; buying and selling is in their blood, and the liberal trading tradition has, if anything, grown stronger as Holland has become an industrial nation. Geography, too, has played its part. The Rhine opens up a natural hinterland which has helped the Dutch to make Rotterdam, by tonnage of goods handled, the largest port in the world. In no other industrial country does foreign trade form such a high percentage of the national product as in Holland. If we think that we are dependent on exports for our living, we ought to remind ourselves that the Dutch are more than doubly so.

I stress this point because I think that, with honourable exceptions, British exporters pay less attention than they should to Holland, and I suspect that some of them do so because they feel that the Dutch market is too small to bother about. How wrong that is! Last year little Holland took from Britain the same value of goods as did France, and four times as much as did the Soviet Union. I wonder whether the average British exporter paid anything like proportional attention to the Dutch market during the year?

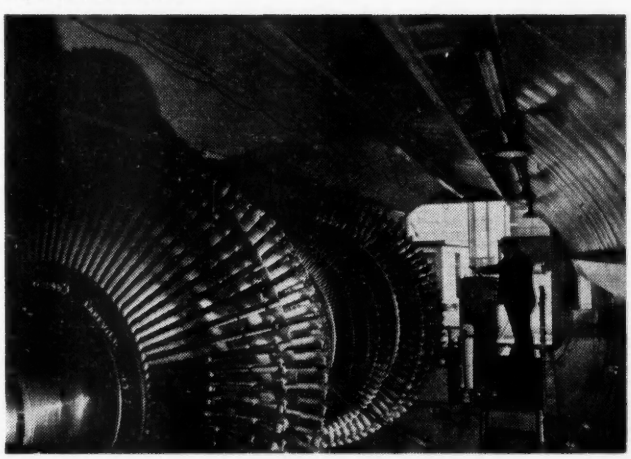
Not only is the Dutch market particularly open to foreign imports, but it is also growing rapidly. Total Dutch imports have increased by 110 per cent since 1958, the year which gave birth to the Common Market; and although 1967 is unlikely to be a bumper year for imports, I can see no reason why the rising trend should not soon be resumed.

Consumer goods

Holland is not afraid of bigness, as the names of Shell, Unilever, Philips and AKU have borne witness for many years past. But it is since the war that the Netherlands economy has really taken off. It is now transformed. What had been a frugal-living and mainly agricultural community has now become a prosperous industrial nation where the standard of living, though still a little behind that of Britain, has been catching up steadily. Despite some recession at the moment, which seems likely to be no more than a pause for breath, Dutch people have more money in their pockets than ever before, and a greater taste for spending it on the good things of life. They are exceptionally house-proud, which means they are ready to spend a good deal on furniture, carpets, curtains, lamps and the like, and to modernize bathrooms and kitchens. They love the open air, so that motor cars, caravans, sailing boats, outboard motors and camping and sports equipment of all kinds are in great demand. They are increasingly short of help about the house; thus kitchen gadgets, automatic washing machines and do-it-yourself gear of all kinds will be needed more and more. The Dutch

(*Continued on next page*)

Mr. W. F. Hock (left), a director of Firma J. A. A. Hock & Zoon, examining a Guide-O-Graph machine at the Slough factory of paint manufacturers Blundell-Permoglaze Limited. The Guide-O-Graph is designed for marking lines on sports grounds, car parks, airports, etc. Mr. Hock was interested in the possibility of using the Guide-O-Graph for line painting on irregular cobbled and paved surfaces in Holland.



An order has been placed with Gebr Stork & Co. NV of Hengelo (AEI's licensees in Holland) for two 320MW steam turbine-generators and associated condenser plant to be installed at the Waalhaven power station of Gemeente-Energiebedrijf, Rotterdam. The turbines and condensers, largest ever built in Holland, will be manufactured to designs supplied by the AEI Turbine-Generator Division, Manchester.

NETHERLANDS, *continued*

housewife is not one to spend more time than she has to over the kitchen stove. This means substantial scope for sales of easy-to-serve foods, confectionery and biscuits. Finally, the young people of Holland are bent on keeping up with the latest, even if their parents disapprove. A sizeable part of their inspiration comes from Britain. Our pop musicians sell not only records but guitars and drums, though the mini-skirts which brighten the streets of Amsterdam are more often British in inspiration than in manufacture.

Investment goods

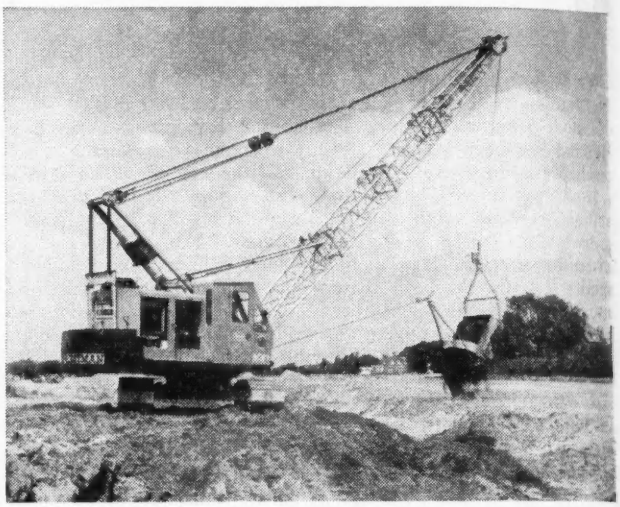
The rapid industrialization of the country has of course made the Netherlands an important market for machinery. Textiles, electronics, chemicals, food-processing, paper and printing are examples of leading industries which import machinery and ancillary equipment of all kinds. Faced with an exceptionally tight labour situation – at least until very recently – the larger Dutch industrialists have been turning to machinery of high performance and are incorporating automation where economies of production can justify it. The ship-building industry has long been a customer for imported equipment; other important users of components are the manufacturers of vehicles (DAF) and aircraft (Fokker, whose best-selling 'Friendship' incorporates something like 40 per cent by value of British engines and equipment). Although industrialization has inevitably brought about a flight from the land, Dutch agricultural production has continued to grow thanks to increased efficiency and mechanization. There is thus scope for selling a wide range of agricultural machinery, from tractor systems to hand sprays.

Points of growth

I should like to mention three sectors of outstanding growth potential in the coming years. The first is natural gas, of which sufficient deposits have been found to meet Holland's needs for at least a generation, as well as to provide sizeable exports to neighbouring countries. The extension of natural gas supplies throughout the country has created very big openings for pipelines, control equipment and industrial and household appliances. The second growth point is housing, of which supply continues to be insufficient to meet demand. New building systems and new materials are thus constantly being scanned by the Dutch in their endeavour to build more and better houses, and new schools and hospitals. The third growth point is transport and communications, which seem destined to go on expanding not only around Rotterdam but around other ports as well. Equipment for dredging, mechanical handling, earth moving and transport are just four examples of the kind of openings to be looked for on this front.

Britain's performance

The fact that the Dutch market is exceptionally open to foreign goods makes it extremely competitive also. This means that although many British products are well established here and continue to sell well, any shortcomings in quality, design or service are liable to be punished quickly and severely, and if you once lose the confidence of a Dutch customer you will not easily regain it. Competition from other suppliers in the Six is increasing all the time as tariffs are dismantled between the Common Market countries. The going has therefore become tough for most standard products. The sad fact is that after an exceptionally good year in 1964, imports of British goods levelled off in 1965 and 1966, while Dutch imports overall continued to rise. Part of this has been due to causes beyond the exporter's control: British exports of cattle and sugar, for example, fell off as a result of world market conditions; exports of coal have been made more difficult by the spread of natural gas; car sales plummetted in 1966 after a sharp increase in sales taxes. But there is plenty of evidence that a consistent marketing effort will still pay dividends. One outstanding success story comes from the British caravan manufacturers; despite increasing competition from other European countries they continue to dominate the import market and accounted in 1966 for 60 per cent of all imports. British manufacturers of buses, trucks and vans have also built up a strong position; more than one large transport concern in Holland has a predominantly British fleet. A quality tool manufacturer has built up his sales to Holland year after year by studying application and proper support of his agent. A confectionery



Priestman 'Bison' dragline, fitted with 50 ft. tubular boom and 1½ cu. yd. bucket and mounted on 30 in. crawlers, excavating brick clay at Udenhout. For many years Holland has been one of Priestman's best overseas markets for draglines. The company's agents are Zeevenhooven and Co. NV, Rotterdam.

(*Continued on page* 808)

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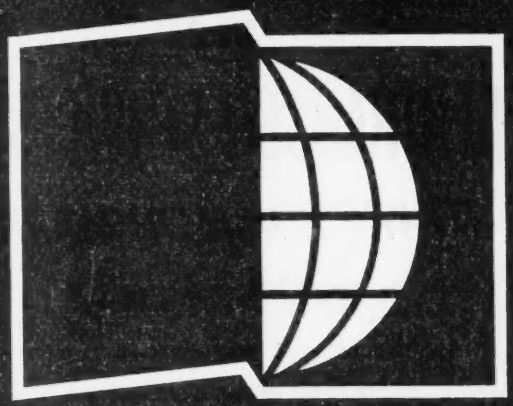

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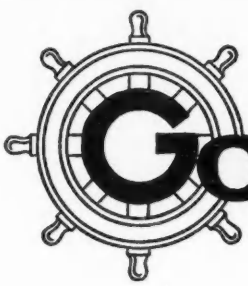

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manufacturer has broken into the mass market by following his agent's advice to show flexibility in meeting the requirements of his largest customers. More generally, there were substantially increased sales of many consumer goods during 1965 – the year of the British Week in Amsterdam – including furniture, pottery, textiles, electrical appliances and household fixtures. All of these items were featured prominently during the Week and most of them have continued to do well in 1966 also.

How to do better

Seen from the Netherlands, then, it looks as if our being outside the Common Market has proved a handicap to exports, but need not be a decisive obstacle except where price is all-important. While the decision on our future relationship with the European Economic Community is still pending, what more can British exporters do? In brief, my reply would be: take the Dutch market more seriously. If you are a newcomer, select your agent with care; it may prove expensive if you make a wrong decision and want to change later. Visit the market much more often than most companies do at present and send a senior representative if possible. Make more effort to study the market and to meet Dutch tastes and styles which are often quite different from those in Britain. Draw up a marketing plan in consultation with your agent and budget for adequate promotion, including advertising. Take the trouble to quote in guilders delivered to the customer whenever this seems to be desired. Use one of the excellent specialized exhibitions in Utrecht and Amsterdam when appropriate, especially if you are new to the market. Quote realistic, not optimistic, delivery dates and stick to them; few things infuriate a Dutchman more than broken promises. Look carefully at your transport and distribution arrangements, bear in mind the excellent air-freight, roll-on roll-off and container services now being developed, and try to provide the kind of door-to-door service which many Dutch firms have come to expect from their German and Belgian suppliers.

For more than any other single reason, we lose orders in this market because the Dutch businessman gets the impression that the British supplier is unwilling to take him seriously. If you can reassure him that this is not so in your case, you will be well on the way towards gaining another satisfied customer.

EXPORT OPPORTUNITIES IN THE NETHERLANDS

BELOW IS A typical selection of export opportunities in the Netherlands such as appear regularly in the *Export Service Bulletin* – further information and copies of the *Bulletins* in which they appeared can be had from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, at 2s. per copy.

Ref. No.	Commodity		Bulletin No.
ESB 875/67	Sea fishing heavy gear	Agency	4/67
ESB 2050/67	Vibratory rollers	Agency	11/67
ESB 3028/67	Thermometers and accessories; thermostats	Agency	19/67
ESB 3910/67	Chemicals, industrial	Agency	21/67
ESB 46634/66	Men's wear	Agency	252/66
ESB 43837/66	Metal products	Manufacture under licence	231/66
ESB 38933/66	Roof tile curing equipment	Export opportunity	218/66
ESB 40837/66	Cranes	Export opportunity	217/66

For further details of the *Export Service Bulletin* – published daily from Monday to Friday and containing calls for tenders, inquiries for British goods, offers to represent British principals, market reports, etc., see pages 833-835.

A new look for Albert's Corner, a Dutch chain of restaurants owned by Albert Heijn, has been produced by a British design group, Allied Industrial Designers. It will be applied to buildings, uniforms, crockery, napkins, bills, stationery, signs and other aspects of the restaurants. Picture shows the new symbol, which is fashioned from a cup and plate incorporating the letters 'a' and 'c' and can be seen as a smiling face—to emphasize the cheerfulness of Albert's Corner restaurants.

Bank Holiday dates 1969

ANSWERING A QUESTION in the House of Commons on March 21, Mr. Douglas Jay, President of the Board of Trade, announced the dates for late Spring and Summer Bank Holidays in 1969.

The President said: 'The dates in England and Wales will be May 26 (Whit Monday) and September 1. The dates of the corresponding Bank Holidays in Scotland will be announced as soon as possible.'

The dates of late Spring and Summer Bank Holidays in 1967 and 1968 were announced on June 3, 1965. They are May 29 and August 28, 1967 and June 3 (Whit Monday) and September 2, 1968.

Consideration of mergers

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

Cape Asbestos Co. Ltd. and Universal Asbestos Co. Ltd.
General Refractories Group Ltd. and John G. Stein & Co. Ltd.
Lamp Caps Ltd. and Lamp Presscaps Ltd.

Cigarette filters for Monopolies Commission

ANSWERING a Parliamentary question on March 23 (*see also page* 815), Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the supply and export of rods for cigarette filter tips.

The exact terms of the reference are not being made public immediately. They will be published when they are sent to the Monopolies Commission. It is normal practice for firms concerned to have an opportunity to comment before the terms of the reference are settled.

The Monopolies Commission already have the following monopoly references before them:

flat glass;
rayon and other cellulosic fibres;
electric lamps;
International Motor Insurance Cards;
beer;
estate agents' services;
clutch mechanisms for road vehicles;
haircutting services for men.

In January, the President of the Board of Trade announced in the House of Commons that he was asking the Monopolies Commission to make a report on the general effect on the public interest of certain restrictive practices which may prevail in relation to the supply of professional services.

Earlier payment of investment grants

MR. DOUGLAS JAY, President of the Board of Trade, announced in the House of Commons on March 21 that payment of investment grants will begin on April 1, three months earlier than expected. The President said:

'When I announced on December 1 the Government's decision to make a temporary increase in the rate of investment grants payable by the Board of Trade under Part I of the Industrial Development Act 1966, I stated that I intended to speed up the payment of claims as soon as practicable. I have therefore reviewed whether the new organization which we have built up could handle more claims. Claims on investment made in 1966 have so far not come in at the rate we allowed for, and I am satisfied that the organization can now start speeding-up payments.

'I have therefore decided, after consultation with the Chancellor of the Exchequer, that payments of valid claims for the first quarter of 1966 which have been cleared by the Grants Offices should begin in April instead of July. This will reduce the average interval between a firm's expenditure and payment of grant from 18 months to 15 months from the very beginning of the scheme.

'We have already invited firms to submit claims from April 1 onwards on their expenditure during the second quarter of 1966 and it will be our aim to begin making payments on this second batch of claims in July.

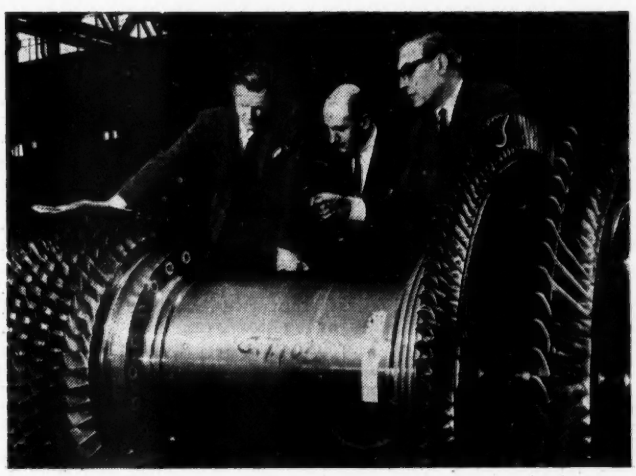
'Under the old system of investment allowances the delay between a firm's expenditure and the receipt of the allowance averaged about 18 months. We shall be improving on that this year, and I hope that this will encourage firms to take full advantage of the temporary increase in the rates of grants for investment this year and next, and go ahead with schemes for modernizing and expanding their production capacity.'

Notes:

Under the Industrial Development Act 1966, investment grants may be paid towards capital expenditure on machinery or plant for the manufacturing, construction and extractive industries; and on computers, ships and hovercraft.

The standard long-term rate of grant is 20 per cent, and the development area rate 40 per cent. But the President announced on December 1, that for expenditure incurred in 1967 and 1968, the rates are temporarily increased to 25 per cent and 45 per cent.

The five Board of Trade Investment Grants Offices, in Glasgow, Billingham, Crosby, Cardiff and Southend opened in January for the receipt of applications in respect of the first quarter of 1966, and it was announced on March 6, that from April 1 they will be ready to receive applications for expenditure in the second quarter of 1966.



Three senior executives of John Brown Engineering (Clydebank) Ltd., who left on February 24 to visit Australia and New Zealand are seen discussing the rotor blade assembly of an industrial gas turbine made by their firm. From the left are: Mr. W. Connell, technical manager; Mr. G. R. Strachan, director and general manager; and Mr. J. A. Turner, sales manager. The talks are on the latest industrial applications of gas turbine engines.

Soviet Minister of Agriculture to visit UK

THE Minister of Agriculture of the USSR, Mr. V. V. Matskevitch, has accepted an invitation to visit the United Kingdom as the guest of Her Majesty's Government. Mr. Matskevitch is expected to arrive on May 11, and to stay for about ten days. Mr. Matskevitch has visited this country before, as Minister of Agriculture, in 1956.

Applications for temporary exemption from import duty

THE Board of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 14, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Nickel sulphate . .	As in previous column .	December 31, 1967	6994
29.13	Octan-2-one . . .	As in previous column .	December 31, 1967	6989
29.25	Chlorphenesin carbamate.	As in previous column .	December 31, 1967	6973
29.35	2-Picoline . . .	Alpha Picoline . .	December 31, 1967	1814
29.35	1, 4, 5, 6-Tetrahydro-1, 2-dimethylpyrimidine.	1, 2 Dimethyl-1:4:5:6 tetrahydropyrimidine.	December 31, 1967	6979

Fee for registering co-production films

REGULATIONS prescribing a fee of £300 to be paid on an application to register a co-production film as a British film have been made by the Board of Trade and came into operation on March 23, 1967.

A co-production film is one which is made in accordance with the terms of any agreement between the United Kingdom government and any other government or any international organization or authority, as provided for in section 19 of the Films Act 1960, which entitles such films to be registered as British films.

Section 6 of the Films Act 1966 amends Schedule 2 to the Films Act 1960, by providing a maximum fee of £450 in respect of an application for the registration of a co-production film.

Copies of the Films (Registration) (Amendment) Regulations, 1967 No. 400 can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 5d. or 8d. by post).

Notes:

The present fee payable on an application to register a film other than a co-production film is £6 6s. 0d. (The maximum fee specified in the Second Schedule of the Films Act 1960 is £8 8s. 0d.).

The only British co-production agreement in operation at present is one between the governments of the United Kingdom and of France (Cmnd. 2781) which came into force on November 6, 1965.

Two co-production projects have so far been approved under the terms of this agreement.

The higher fee for registering a co-production film, compared with the fee for registering other films, is necessary to cover the greater administrative costs of examining co-production projects before registration.

Prices and Incomes Policy

A GOVERNMENT statement, *Prices and Incomes Policy after June 30, 1967* (Cmnd. 3235) was published on March 22. Copies are available from HMSO and Government bookshops, price 1s. By post 1s. 3d.

'Ask for the coastguard'

PRODUCED BY THE Information Division of the Board of Trade and the Central Office of Information, a poster produced for HM Coastguard draws the attention of members of the public to the 'Dial 999 and ask for the Coastguard' procedure. Six typical incidents at sea are depicted graphically, with the dialling procedure emphasized for those people who might see such untoward happenings at sea.

Also shown on the poster are distress signals (smoke, flag, flare, Morse, arm movements, makeshift signal of shirt on oar, etc.), together with a space for the address and telephone number of the nearest Coastguard station and brief details of the purpose and role of HM Coastguard in co-ordinating the search and rescue facilities and organizations (Royal National Lifeboat Institution, RAF, RN, Rescue Co-ordination Centres, Coastguard cliff rescue teams, etc.).

The poster is available for distribution to yacht clubs, local authorities of seaside resorts, and so on, in two sizes – 22½ in. x 15 in. and 29½ in. x 19 in.

Mobile exhibitions, brochures and TV filler films are also featuring the 'Dial 999' theme.

Third issue of New Technology

MEDIATOR, the air traffic control system developed by the Royal Radar Establishment, Malvern, is the subject of a leading article in the third issue of *New Technology*, which was published on March 20. In the same issue Ieuan Maddock, Controller (Industrial Technology) in the Ministry, describes the Industry Divisions and their functions, and Mr. J. Leicester, Director of Research at the British Launderers' Research Association, tells how the development of continuous process laundering machines and the Rackerjack sorter has brought automation to a craft industry. *New Technology* is obtainable free on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Tel. Waterloo 2345, Ext. 414).

Annual conference of British Chambers of Commerce in Europe

THIS YEAR'S conference of British Chambers of Commerce in Europe is to be held at the Hotel Dreesen in Bad Godesberg on April 3 and 4. The main theme will be how British Chambers of Commerce in Europe can assist in promoting British exports to continental Europe.

The meeting will be sponsored by the British Trade Council in Germany, who will be giving a dinner in the Hotel Dreesen on the evening of April 3 at which the British Ambassador, Sir Frank Roberts, Honorary President of the Council, will act as host. Sir Lincoln Steel, Honorary President of the International Chamber of Commerce and, from 1950 to 1965, Chairman of the Overseas Committee of the Confederation of British Industry, will be the main speaker at the conference.

This will be the fourth such annual conference, previous meetings having been held in Paris in 1964, in Brussels in 1965, and in Berne in 1966. Ten British Chambers of Commerce in Europe and seven official and semi-official trade organizations in the United Kingdom will be represented.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Tourism in 1966

PROVISIONAL figures for 1966 now available from the International Passenger Survey indicate that between 1965 and 1966 the increase in the expenditure of overseas visitors in the United Kingdom was considerably greater than in recent years, and the increase in British travel expenditure abroad was somewhat less.

The total expenditure of overseas visitors in this country, not including their fares to and from the United Kingdom, is estimated to have increased by £22 million between 1965 and 1966 to a total of £215 million in 1966. There is no doubt that there has been an upward trend in this expenditure – travel credits – in recent years, with a particularly marked increase between 1965 and 1966, but sampling variations in the estimates derived from the International Passenger Survey prevent precise comparisons of the rate of change from year to year. It seems probable that there was some exaggeration of the real increase between 1965 and 1966, and perhaps some understatement of the increase in the immediately preceding years (£2 million recorded between 1963 and 1964, and £3 million between 1964 and 1965). The special attraction of the World Cup competition last year may have contributed a little to the increase.

Averages of expenditure per visit, for which the estimates are particularly affected by sampling fluctuations, appeared to show little change between 1965 and 1966 in contrast to the apparent tendency for them to decline in earlier years. Thus the continually rising number of visitors was not offset, as it was in 1964 and 1965, by falling expenditure per visit – indeed the amount spent per visit from Western European residents seems to have risen a little. The indications are that the length of stay by visitors did not shorten in 1966 as it did in the preceding years.

On the other side, travel debits – the expenditure of United Kingdom residents in other countries – increased rather less between 1965 and 1966 than in previous years, increasing by only £11 million to £301 million in 1966. This reduction in the growth of expenditure abroad was probably mainly due to the economic situation, uncertainty about the future coupled with very little growth in real income in 1966. The Government's decision, announced in July 1966, to restrain travel expenditure outside the sterling area may also have had an effect although the restriction did not come into full operation until November.

The rather smaller increase in debits and the exceptionally large increase in credits played a small but significant part in the overall improvement in the current account of the balance of payments in 1966.

Viscount Watkinson's speech to hoteliers

THE HOTEL Sales Managers Association of Great Britain held its first national seminar at the Royal Garden Hotel, London, on March 17. Delegates from all parts of Europe attended, and the speakers included Lord Watkinson, group managing director of Schweppes and chairman of BNEC-United States; Mr. G. C. Draper, general manager of BEA; and Mr. Ian Crammond of Avis Rent-A-Car Ltd.

In his speech Viscount Watkinson said that all the guests present had a direct interest in exports. 'Or more properly,' he went on, 'in the results of exports, namely the earning of foreign currency.'

He continued: 'Foreign guests provide a very large slice of our total earnings of overseas currency and are thus an export of a very valuable kind because it is one that does not make great demands on imported raw materials. To take North America as an example, in 1966, 755,000 Americans and 192,500 Canadians visited this country as tourists. They are estimated to have spent £48 million and £13 million respectively in this country. By 1970 1,238,500 visiting American tourists are expected to spend £70 million in Britain: £280,000 Canadians will bring in a further £18 million.

'Your industry,' he told the hotel sales managers, 'has an additional direct impact on Britain's export drive as a whole, for you have every opportunity to influence favourably or unfavourably the impression that foreign visitors to Britain take home with them about our country, its people and its industry.'

'Come to Britain' fact-finding mission

LORD GEDDES, chairman of the British Travel Association, began a 16-day, fact-finding visit to Australia, New Zealand and Canada on March 23. Accompanied by Mr. L. J. Lickorish, the Association's general manager, and Sir William Crawford, its overseas offices inspector, he will visit Sydney, Canberra, Melbourne, Wellington, Auckland and Vancouver.

Lord Geddes will examine existing 'Come to Britain' promotions in each of the three Commonwealth countries and study ways in which this work can be strengthened and expanded.

A BTA spokesman said that in 1965, the last full year for which final figures are available, Britain received 40,000 visitors from Australia, 16,000 from New Zealand and 175,000 from Canada. It was estimated that arrivals from these three countries last year were considerably higher than in 1965.

Attracting firms to the N. East

THE North East Development Council recently staged an industrial promotion exercise in the London area to attract the type of small, progressive engineering firms now needed in the NE region.

The Council sited a mobile exhibition unit at the Kingston and Enfield Colleges of Technology from March 2 to March 10 and from March 13 to March 17 respectively. Businessmen visiting the unit were able to see a display giving exact details of how they could benefit from a move to the North-east, heard a talk by a member of the Council's staff and saw the Council's new film 'Move North'.

The exhibition unit was opened at Kingston by Harold Evans, editor of the *Sunday Times* and until recently editor of the *Northern Echo*, Darlington. The Enfield opening ceremony was performed by Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology.

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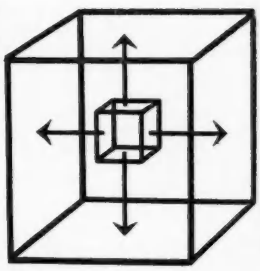

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Trade mission for East Africa

REPRESENTATIVES OF 12 farm machinery firms are leaving London on April 1 on a 17-day trade mission to East Africa to boost the image of British machinery and assess potential markets.

Members of the mission, which has been organized by the Agricultural Engineers Association in conjunction with the British National Export Council, will spend six days in Uganda visiting officials of ministries, research stations, estates, a machinery testing unit and a sugar refinery. On April 8, they will fly on to Kenya, and in the first few days will meet the Minister of Agriculture, other government officials, a testing unit, agricultural district officers, and local farmers and agents. The mission will then split into two groups, each visiting places which are most suitable for their kind of equipment and knowledge.

The mission, led by Mr. K. H. J. Sinnott, director of tractor sales for BMC Export Sales Ltd., follows a similar one to Nigeria last year. The firms represented manufacture a wide range of farm machinery.

The mission will produce a report, with recommendations on their return to Britain.

Science Research Council research grants

IN THE FIRST quarter of the academic session 1966-7 (October to December) the Science Research Council's three boards – University Science and Technology, Astronomy, Space and Radio, and Nuclear Physics – recommended 380 grants of total value £3,734,000. Research in engineering and technology was supported by 113 grants worth £1,010,000.

Leicester Chamber's round-the-world trip

SINCE THE BNEC scheme for financial assistance to trade missions went into operation two years ago, the Leicester Chamber of Commerce have made no fewer than 16 selling trips. Their seventeenth takes place March 30-April 22 and will take a seven-man group eastwards round the world. The mission calls first at Singapore and Hong Kong in accord with their policy of making return visits to all areas covered by their missions to consolidate the gains made. Last year's visit to the Far East produced firm orders totalling over £40,000 worth of business.

This year's mission will move on to Japan on April 9, a country which was not on last year's itinerary but which the Leicester Chamber and BNEC Asia now feel is a fast-developing market. They will spend three days in Tokyo making exploratory contacts, and on April 14 will leave for Canada to prepare for the Toronto British Week. The mission will also spend two days in Vancouver.

Firms represented on this mission include manufacturers of hosiery and knitwear, machine tools, electrically operated alarm and signal systems, burglar alarms, etc., elastic webbing and stretch fabrics.

Canadian mission here

1967 IS A BIG year for British trade promotions in Canada, with two major British industrial exhibitions in May in Toronto and Vancouver, a British Week in Toronto in October and British participation in Expo '67. Against this background BNEC Canada, at the suggestion of the British Canadian Trade Association, is sponsoring a mission to this country of industrial buyers. Industries represented include oil, shipping, paper manufacturing and computers.

The nine-strong mission arrived on March 28 and will leave on April 14. Virtually individual itineraries have been arranged for each delegate; the combined programmes involve over 70 British firms, who between them represent 11 different trade associations.

The Board of Trade has just produced
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(EH38)

Visits by British overseas commercial representatives during the period April to June, 1967

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

AUSTRALIA (Perth)	B. A. F. Pennock	First Secretary (Commercial)	May/June	In present post since 1963
AUSTRIA (Vienna)	L. J. Taylor	Second Secretary (Commercial)	May	In present post since 1965
BRAZIL (Sao Paulo)	H. E. J. Hale	Consul	June/July	In present post since 1965
FRANCE (Paris)	W. H. Lawson, MBE	Second Secretary (Commercial)	June	In present post since 1964
GAMBIA (Bathurst)	D. Higgins	Second Secretary (Commercial)	May	In present post since 1965
GREECE (Athens)	J. Mayson	Second Secretary (Commercial)	May	In present post since 1964
INDIA (Bombay)	W. E. Henry	Second Secretary (Commercial)	May	In present post since 1965
LAOS (Vientiane)	H. D. A. C. Miers	Second Secretary (Commercial)	June	In present post since 1966
MALAYSIA (Jesselton)	H. B. Herring	Second Secretary (Commercial)	May	In present post since 1966
NIGERIA (Lagos)	J. A. Graham	Commercial Officer	June	In present post since 1965
TRUCIAL STATES (Dubai)	R. E. Palmer	Commercial Officer	May	In present post since 1966
UNITED STATES (Atlanta)	T. C. Sharman	Consul-General	June	In present post since 1965

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South Eastern Region) which wish to meet any of these officers to discuss specific export problems, are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of January 20, 1967.) Those firms and organizations other than in the Eastern Region and the London and South Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Belgian buyers see domestic appliance makers

FOR BRITISH electrical appliances to be successful in Belgian markets, special attention must be given to design and colours to meet continental requirements. A party of six Belgian appliance buyers recently completed a four-day visit to this country as guests of the Export Council for Europe and the British Electrical and Allied Manufacturers' Association as part of a planned programme of inward and outward missions which the BNEC are staging in connection with the British Week in Brussels from September 29 to October 7 this year. The visitors arrived in this country on March 12 and among the companies they visited were Burco Ltd., Thorn Electrical Industries Ltd., Goblin (BVC) Ltd., Electrical Division of Radiation Ltd., Smiths Industries Ltd., Dimplex Ltd., Dreamland Electrical Appliances Ltd., Berry's Electric Ltd., Sunbeam Electric Ltd., as well as spending an afternoon at the Ideal Home Exhibition. The visitors represented a number of major centres in Belgium including Brussels, Antwerp and Liege and were representative of distributors, wholesalers, importers and multiple departmental stores. The spokesman for the party, Mr. Stevens, said that he felt that British appliances manufacturers could capture a larger proportion of the market if they were to give more consideration to continental requirements in terms of design, colour, etc. Summing up Mr. Stevens said that he felt that the visit had served a useful purpose in that discussions held with various manufacturers would result in closer understanding of the problems involved.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Electronics factory for West Lothian

A £500,000 FACTORY to manufacture precision electronic measuring instruments and automatic data recording equipment is to be built by Dynamco Instruments Ltd., in West Lothian. It will be sited at West Lothian County Council's East Mains Industrial Estate, near Broxburn, where site preparation work was started last week.

Production is scheduled to begin in October and by the end of the year 300 people will be at work in a 35,000 sq. ft. building. During the next five years this will be increased to 100,000 sq. ft. when jobs will be provided for 1,000 people. Fully 45 per cent of Dynamco's total current production is exported, and growing world demand for their products is expected to raise the export rate to 60 per cent of their total within the next three years.

Hoover expanding in Scotland

HOOVER LIMITED have announced plans to invest £1 million in their Cambuslang, Scotland, factory during 1967. This is in addition to the £½ million already spent on setting up new production lines and test gear for the components of the new Keymatic De-Luxe washing machine which are made there, and represents a very practical expression in the company's confidence in Scotland.

Physical expansion is also going ahead. The plans announced in 1965 to double the size of the Cambuslang plant are showing their first fruit with the first 100,000 sq. ft. block which is expected to be completed by October. When the plans are complete it is expected that the labour force at the factory – currently about 1,800 – will be doubled and that half the jobs will be for men.

Mr. John H. Turner, manager of the Cambuslang factory, says that despite all this activity and the fact that the plant employs 100 more people today than it did a year ago, economic restrictions have been felt by the company. 'Our intention is that we should be in a good position to take the fullest advantage of the upswing in the economy which I am confident is going to come', he said.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, MARCH 20

Cotton textiles debate

The President replied in the debate on the cotton textile industry which is reported in *Hansard*, columns 1193 – 1279.

TUESDAY, MARCH 21

Companies Act

The President of the Board of Trade was asked which bodies had been recognized by his department for the purposes of section 161(1)(a) of the Companies Act, 1948; and what considerations were taken into account when so doing. Mr. George Darling, Minister of State, Board of Trade, replied, saying that the bodies for the time being recognised under Section 161(1)(a) of the Companies Act, 1948, were:

- The Institute of Chartered Accountants in England and Wales.
- The Institute of Chartered Accountants of Scotland.
- The Association of Certified and Corporate Accountants.
- The Institute of Chartered Accountants in Ireland.

The main consideration taken into account was a statement by the Cohen Committee on Company Law to the effect that the appointment by the Treasury of members of these bodies as 'Public Auditors' for the purposes of the Industrial and Provident Societies Act, 1893, and the Industrial Insurance Act, 1923, indicated the qualifications which an auditor of a public company should have.

Flight diversions

A member who wanted to know how many aircraft were diverted from Edinburgh Airport in 1966; and how many passengers were involved, was told by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, that 373 flights (including cancellations) and approximately 24,800 passengers were diverted. 68 of the diversions and cancellations (involving 3,582 passengers) were caused by crosswinds.

'Made in Wales'

Mr. George Darling, when asked if he would take steps to encourage manufacturers in Wales to put the words, Made in Wales, on their products, said that this was a matter for the commercial judgment of individual manufacturers.

Exports to USSR

Asked what proposals he had to increase the levels of British exports to the Union of Soviet Socialist Republics and the Comecon countries, Mr. Douglas Jay, President of the Board of Trade, said, 'Our exports to these countries in the first two months of this year are markedly higher than a year ago. I shall continue in the course of negotiations and frequent consultations with the USSR and other members of Comecon to seek increased opportunities for British exports. In particular, I expect to have an early opportunity of discussions with the Soviet Minister of Foreign Trade to follow up the matters raised during Mr. Kosygin's recent visit.

Bad debts covered by ECGD

The information was not readily available, the President said when asked what was the total sum of bad debts covered by the Export Credits Guarantee Department for initial orders up to £100 and orders up to £1,000, respectively, from overseas, for the two years January 1965 to January 1966 and 1967.

Small claims paid in the two years ending February 28, 1966 and February 28, 1967 were:

	1965-66		1966-67	
	No.	Value	No.	Value
Amounts up to £1,000 of which	1,770	£458,430	1,855	£451,712
Amounts up to £100	644	£27,120	813	£31,853

These included partial losses under larger orders and are the gross amounts paid. Recoveries were expected to produce substantially reduced figures for net loss.

Protection of Depositors Act

Mr. George Darling gave the answer, 'Six,' when asked how many successful prosecutions had been instituted under the Protection of Depositors Act since the passing of that Act in 1963.

Export invoice requirements

The President was asked to list those countries which demand on export invoices the percentage of work done on the finished goods in Great Britain, and the declared country of origin of the goods. Mr. George Darling gave the names of: South Africa, South West Africa, Lesotho, Botswana, Swaziland, the Irish Republic and, for wines, spirits and tobacco manufactures, Gibraltar.

Air services to East Germany

A member wanted to know if the President would seek to make the necessary intergovernmental arrangements to enable operators to establish a direct air service between the United Kingdom and the German Democratic Republic. Mr. Douglas Jay said in reply that he was not prepared to enter into negotiations that would involve the East German authorities, whom Her Majesty's Government do not recognize.

Oil pollution

A member asked how much progress had been made during the past six months to persuade further countries, in particular Japan, to accept the International Convention for the Prevention of Pollution of the Sea by Oil. Was the President aware that the thousand-mile radius off Land's End within which discharge of oil is now prohibited provides an inadequate protection, in view of the Gulf Stream which carries oil to Cornwall and Devon beaches although discharged outside that radius; and would he seek to amend the Convention accordingly.

Mr. J. P. W. Mallalieu replied. The Governments of Greece and Japan had recently announced their intention of adhering to the International Convention for the Prevention of Pollution of the Sea by Oil, he said. 'It is expected that the assembly of the Inter-Governmental Maritime Consultative Organization which meets in the Autumn will adopt a resolution inviting all Governments which have not yet accepted the Convention to do so as early as possible.

'It is already an offence for British ships to discharge an oily-water mixture into the sea within an area extending 1,300 miles westwards from the United Kingdom. As from May 18, 1967, it will also be an offence for ships of other Convention countries to discharge such a mixture in this zone. In addition, it will be an offence under the Convention for ships of 20,000 g.r.t. or more for which building contracts are placed on or after May 18, 1967, to discharge persistent oils anywhere at sea.

"These provisions of the Convention are an interim step towards the ultimate goal of complete avoidance of the discharge of persistent oils into the sea. This is the declared aim of Convention countries. It is the policy of the United Kingdom Government to do everything possible towards the achievement of this end.'

WEDNESDAY, MARCH 22

Oil pollution

Asked further if he would introduce legislation to enable stiffer penalties to be imposed on offending shipowners under the Oil in Navigable Waters Act, 1955, Mr. J. P. W. Mallalieu said, 'The Oil in Navigable Waters Act, 1955 provides that the fine on summary conviction for an oil pollution offence shall not exceed £1,000 but there is no statutory limit to the fine that may be imposed if a person is convicted on indictment.'

Another questioner wanted to know if the President would take steps on behalf of anyone who should suffer financial loss as a result of oil pollution resulting from the wreckage of the 'Torrey Canyon' to ensure that adequate compensation was available. Mr. J. P. W. Mallalieu regretted that he could not give such an assurance. Questions of compensation may affect a number of commercial interests, he said.

World trade figures

The President was asked what information he had from international sources regarding the percentage share of world exports of manufactures held by the United Kingdom, France, Germany, Italy, the United States, Sweden and Japan, respectively, in 1959, 1964, 1965 and 1966. Mr. George Darling replied, saying, 'The following table shows the percentage shares held by the countries named of the exports of manufactures (Section 5-8 of the Standard International Trade Classification, Revised) from the 12 main manufacturing countries i.e. United Kingdom, United States – excluding Special Category exports – EEC countries, Canada, Japan, Sweden and Switzerland. (Figures of the total world imports of manufactures are not available for 1965 and 1966: in 1964 exports of these 12 countries accounted for 86 per cent of the total.)'

	1959	1964 (a)		1965	1966 (provisional)
United Kingdom	17·7	14·2	14·0	13·5	13·0
France	9·2	8·9	8·7	8·9	8·5
German Federal Republic	19·1	19·7	19·4	19·2	19·5
Italy	4·4	6·4	6·3	6·8	7·0
United States	21·2	20·4	21·5	20·3	20·5
Sweden	3·0	3·4	3·4	3·3	3·25
Japan	6·7	8·3	8·2	9·4	9·75

(a) A re-definition of the United States 'Special Category' at the beginning of 1965 caused a discontinuity in the series of world exports of manufactures, and hence in the share series. Estimates for 1964 on the new basis are shown to provide a link.

Cotton industry and EEC

What assessment had he made of the effect on the Lancashire cotton industry of Great Britain's entry into the Common Market, in view of the present crisis in the industry, the President was asked. This assessment would depend on the arrangements for entry, Mr. Jay replied. At present, imports of cotton textiles from the EEC into the United Kingdom were subject to a tariff.

THURSDAY, MARCH 23

Trade with Denmark

The President was asked what was the trade balance between Denmark and the United Kingdom in the last financial year; and how it compared with the years 1963 and 1964. Mr. J. P. W. Mallalieu replied, saying that the excess of our imports from Denmark valued c.i.f. over our exports and re-exports valued f.o.b. was £69 million in the financial year 1965/66, compared with £65 million in 1964/65 and £63 million in 1963/64. These figures were not a good measure of the balance of payments for our trade with Denmark, he added.

'Concord' flight plans

The President was asked when the routes for the flights of 'Concord' over the United Kingdom would be determined, and if he would give an assurance that no final decision on the flight routes of 'Concord' over the United Kingdom would be made without a full opportunity for local authorities and other bodies to make a full study of possible effects and to make representations. Mr. J. P. W. Mallalieu replied. The 'Concord' would be flying subsonically within a hundred miles or more of the United Kingdom airports served and this aspect would not, therefore, give rise to any unusual noise problem, he said. The pattern and frequency of supersonic overflying of any part of the United Kingdom had not yet been determined, but he could assure the hon. member that a final decision would not be taken until the public had been given the fullest possible information on the likely effects and an opportunity afforded for relevant representations to be made and considered. 'It is, however, too early to give a specific assurance on the mode of such consultation,' he added.

Monopolies Commission

'I am ready to consider any evidence which suggests that it would be in the public interest for the Monopolies Commission to investigate this industry,' the President replied when asked if he would refer the gramophone record industry to the Monopolies Commission.

The President was later asked what proposals he had for further investigations by the Monopolies Commission.

'I propose to ask the Monopolies Commission to investigate the supply and export of rods for cigarette filter tips.' Mr. Jay replied.

(*See also page* 809)

Oil pollution

Asked how many reports of merchant ships leaking or disposing of oil into British coastal waters had been received by his department in the last year; how many of these ships have been identified; and what action was taken, Mr. J. P. W. Mallalieu said that there had been 105 reports in 1966. In 89 of these reports a vessel was named and 44 prosecutions were undertaken by Harbour Authorities or Conservancy Boards. By the end of the year, 27 convictions had been obtained, 10 cases remained to be heard in court, and the possibility of legal proceedings was being considered in three further cases. Representations relating to nine foreign ships were made to the Governments concerned.

Asked further what steps he was taking to ensure that the British holiday industry was not threatened by oil pollution of beaches, Mr. Mallalieu said that the Board of Trade would continue to use every available means to enforce the law which prohibits the discharge of oil into the seas surrounding our coasts. Whenever practicable offenders were prosecuted and offences by foreign vessels were reported to their Governments. The law would shortly be strengthened when the Amendments to the International Convention for the Prevention of Pollution of the Sea by Oil came into force in May, 1967. However, it had to be recognized that in the event of shipwreck or other serious marine casualty some pollution of the sea might be unavoidable.

Another questioner wanted to know what progress was being made in reaching further international agreement on the problems of oil pollution at sea, especially of that resulting from shipwrecks. Mr. J. P. W. Mallalieu again replied, saying that the Amendments to the International Convention for the Prevention of Pollution of the Sea by Oil would apply to the ships of all the 31 member countries. Research was proceeding in a number of countries on methods for the confinement of oil and for its removal from the surface of the sea. Progress in this matter was kept under continuous review in the Inter-Governmental Maritime Consultative Organization.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	March 2, 1967	
734,152	Alfandre, Harry	Buckle threading apparatus.
824,971	Rispoli, Joseph	Visual aid to the teaching of book-keeping.
938,127	Commissariat a l'Energie Atomique	Appliance for separating fluids by diffusion.
938,594	Commissariat a l'Energie Atomique	Miniature neutron-fission ionization chambers.
941,668	Commissariat a l'Energie Atomique	Nuclear reactor duct structure.
943,755	Commissariat a l'Energie Atomique	Nuclear reactors.
944,049	Commissariat a l'Energie Atomique	Experimental for a swimming pool-type of nuclear reactor.
945,046	Commissariat a l'Energie Atomique	A method of and means for measuring thicknesses of deposits.
946,336	Commissariat a l'Energie Atomique	Nuclear reactors.
947,592	Commissariat a l'Energie Atomique	Nuclear reactor duct closure device.
948,316	Commissariat a l'Energie Atomique	Solid-moderator stack for nuclear reactors.
950,300	Commissariat a l'Energie Atomique	Nuclear reactors.
951,165	Commissariat a l'Energie Atomique	Nuclear reactors.
951,227	Commissariat a l'Energie Atomique	Nuclear reactors.
969,835	Ercole S.p.A.	Self-propelled hillside cultivator.
1,042,021	Nobrac Carbon Limited	Improvements in carbon or the like bearings and machine parts and method of production thereof.
	March 3, 1967	
931,754	Clavarino, Amedeo	Baths.
932,991	Asahidenka Kogyo Kabushiki Kaisha	Method for producing a copper containing catalyst.
936,927	Agfa A.G.	A process for the production of photographic images by the silver salt diffusion process.
940,052	Vallee, Jean Philippe Simon	*p*-aminobenzene-sulphonamide derivatives.
975,345	Gevaert Photo-Producten N.V.	Photographic plate pack with separation strips.
984,981	Gevaert Photo-Producten N.V.	Linear thermoplastic polycarbonates.
995,491	Gevaert Photo-Producten N.V.	Photoconductive, thermoconductive and like dielectric recording materials.
1,026,249	Schafer, Georg and others	A hydraulic master cylinder, for example for a hydraulic brake actuating system.
1,039,921	Gevaert Photo-Producten N.V.	Process for preparing polycarbonates.
1,040,540	The North Western Electricity Board	Mains voltage detectors.
	March 6, 1967	
941,814	Commissariat a l'Energie Atomique	Aerosol emitter devices.
943,119	Commissariat a l'Energie Atomique	Reinforced rubber manufacture.
943,942	Commissariat a l'Energie Atomique	Uranium alloys.
945,184	Commissariat a l'Energie Atomique	Plutonium extraction.
947,074	Commissariat a l'Energie Atomique	Apparatus suitable for the metallographic study and other operations on radioactive materials.
949,832	Commissariat a l'Energie	Ion exchange resin regeneration.
950,163	Commissariat a l'Energie Atomique	Uranium/molybdenum alloys.
1,042,277	Henniges, Ernst	Bumber protecting member of rubber or rubber-like synthetic plastics material for vehicles, particularly motor vehicles.
	March 7, 1967	
906,149	Ateliers des Charmilles S.A.	Hydraulic servo-mechanism with electric control.
931,249	Handel en Belegginmij Habem N.V.	A method of treating wood veneer.
944,977	Ateliers des Charmilles S.A.	Apparatus for machining by electro-erosion.
958,401	Ateliers des Charmilles S.A.	Apparatus for electrolytic machining.
958,970	Ateliers des Charmilles S.A.	Electrolytic machining process and current generator therefor.
962,490	Ateliers des Charmilles S.A.	Spark-erosion apparatus.
968,508	Ateliers des Charmilles S.A.	A machining process by electro-erosion.
969,597	Ateliers des Charmilles S.A.	Current pulsing circuit.
	March 8, 1967	
832,375	VDO Tachometer Werke Adolf Schindling G.m.b.H.	Instrument dials.
845,655	United States Atomic Energy Commission.	Multistage fluidized bed reactor.
863,022	Philco Corporation	Glass-to-metal seals.
883,986	United States Atomic Energy Commission.	Method for producing high strength control rods for nuclear reactors and control rods produced thereby.
886,323	United States Atomic Energy Commission.	Nuclear reactors.
891,436	United States Atomic Energy Commission.	Separation of uranium and zirconium.
931,972	United States Atomic Energy Commission.	Reflector for nuclear reactors.
966,711	Philco Corporation	Amplifier circuits.
982,192	Philco Corporation	Antenna structures.
985,131	Gevaert Photo-Producten N.V.	Linear thermoplastic polyesters.

Any person who claims that the patents at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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New Books

Industry on Humberside: Growth and Potential. An initial report prepared by A. Goss and Associates for the Kingston-upon-Hull City Council on the instruction of its Regional Development (Special) Committee. (63 pages. 20s., by post 21s., from the Town Clerk, Guildhall, Kingston-upon-Hull). This is a broad appraisal of Humberside's present industrial structure and growth potential, and is particularly topical in view of the feasability study of Humberside which is now being undertaken by the Central Planning Unit of the Department of Economic Affairs. The report shows that industrial growth on both banks has been considerable in the past decade and that there are potentials for an expanded industrial region with a population of two million by the year 2000. It is emphasized that this will have to be treated as an issue of national policy and national planning. The main obstacle to development is that of communication and an early decision to build the Humber bridge would be an important stimulant to industrial and economic growth. The report contains numerous detailed tables and diagrams on matters such as population, employment, housing and communications.

Europe and the Developing World: Association under Part IV of the Treaty of Rome, by William Gorell Barnes. (46 pages. Research Publications. 18 Victoria Park Square, London, E.2. 7s. 6d.). The second paper in the new *European Series,* being published jointly by Chatham House and PEP, is devoted to a study of the association of former dependent territories of the members of the European Economic Community with the Community under Part IV of the Treaty of Rome. This is a matter of some interest to Britain, and to the Commonwealth countries in Africa, at a time when the question of Britain seeking admission to the Community is again being studied. Part IV of the Treaty of Rome provided for free trade, with some exceptions, between the EEC and its Associates, as well as for very considerable financial assistance. After the Associates had gained their independence these arrangements were renegotiated under the Yaoundé Convention, which runs for five years from June 1964. Sir William Barnes's paper, after tracing the origin and development of these relationships, examines the attitude of Commonwealth African countries, recent trends in international opinion, and the British interest.

Classification of Chemicals in the Brussels Nomenclature. HM Customs and Excise. (170 pages. 15s., by post 16s., from HMSO and Government bookshops). This volume is a completely revised edition of the list first published in 1961 and includes most chemicals of commercial importance. The purpose of this volume is to facilitate classification of chemicals in the Brussels Nomenclature. The names of chemicals are for the most part set out in accordance with British Standard 2474:1965; in the case of chemicals used primarily as pharmaceuticals, however, the names used as titles of monographs in the *British Pharmacopoeia, British Pharmaceutical Codex, British Veterinary Codex,* and the General Medical Council's *Approved Names* have been listed. Against each name is a number indicating the appropriate heading in the Brussels Nomenclature. The volume will be of particular importance to importers concerned with clearance of chemicals through customs since it sets out the names to be used on entry forms; and to exporters, since the Brussels Nomenclature forms the basis for the tariffs of all Western European countries, and many outside Western Europe.

Country Monographs Prepared for the Inquiry into Regional Physical Planning, by the United Nations Economic Commission for Europe, Committee on Housing, Building and Planning (Document ST/ECE/HOU/25). (211 pages. $1.00 from Distribution and Sales Section, United Nations, Palais des Nations, Geneva). Summaries of these monographs appeared in an earlier report dealing with problems and policies in the field of regional physical planning and covering such subjects as the definition of a 'region' and the scope, objectives and administration of regional planning. This earlier report – Regional Physical Planning – was reviewed in the *Board of Trade Journal* on October 7, 1966, page 870. The present document consists of the full texts of the monographs that were submitted by the governments of 20 European countries and the United States of America. The information is not now fully up to date: the very short section on the United Kingdom, for example, seems to have been written early in 1965. Most countries are dealt with in a few pages, not usually more than 10, but the United States of America submission occupies 32 pages. Some countries support their monographs with maps and tables: though a number of the maps do not reproduce very clearly on the absorbent paper on which the document has been mimeographed.

Take-overs and Amalgamations, by M. A. Weinberg. 2nd edition. (397 pages. Sweet & Maxwell, £5 5s.). Whether to make a bid, whether to accept or resist, whether and on what terms to merge, what procedural steps are necessary after any of these decisions: these are the questions which face business executives and their professional advisers in a take-over or merger, and at each step many decisions on matters of detail must be taken quickly and correctly. Mr. Weinberg's book, first published in 1963, sets out to provide guidance on these matters in two ways; first by setting out the legal and economic background, and secondly as a manual on practice in the consequent matters to be dealt with in negotiations and later arrangements. The second edition, which is larger by some hundred pages, takes account of developments in the intervening years, including the provisions of the Monopolies and Mergers Act 1965. Among matters dealt with are the forms and legal mechanics of take-overs and amalgamations, the detailed procedure, for take-over bids, the taxation and accounting considerations involved, and the responsibilities of the directors of a company which has received an offer. In appendices are reprinted extracts from relevant statutes, statutory instruments, the Stock Exchange requirements, and the text of the *Revised Notes on Company Amalgamations and Mergers* issued by the City institutions.

A number of publications have recently been issued to explain the provisions of the Land Commission Act 1967, which comes into operation on April 6. **Introducing the Land Commission** by Desmond Heap (157 pages. Sweet & Maxwell and W. Green & Son, 25s.) is based on the lectures which the author gave on the Land Commission Bill while it was going through Parliament. It deals with all aspects of the administration of the Act. Several publications have been issued by the Ministry of Housing and Local Government. **The Land Commission and You** is a four-page leaflet describing the provisions of the Act in general terms for the public. It is also available in the Welsh language. This, and two further guides – **A Guide for Builders and Deve'opers on Betterment Levy** (24 pages) and **A Guide for Estate Agents and Surveyors on Betterment Levy** (16 pages) – are available free from the offices of the Land Commission and from local authorities. A more detailed handbook – **Betterment Levy; an explanatory memorandum on Part III of the Land Commission Act 1967** (52 pages) – mainly intended for professional advisers and giving detailed examples of the working of the betterment levy, is available, price 4s. 6d., by post 4s. 11d., from HMSO and Government bookshops.

Anglo-Iranian Trade is the title of a new export trade promotion journal designed to assist British industry to expand trade with Iran. It is to be published by British Industrial Publicity Overseas Ltd., Walter House, Bedford Street, London, W.C.2. It will be in the Farsi language, and will be similar in style and presentation to the same publisher's *Anglo-Arab Trade,* now in its twentieth year. The new periodical will appear quarterly, and the first issue is planned for June 1967.

Advertising: a general introduction, by Robert S. Caplin. Second edition. (131 pages. Business Publications, 35s.). Since the publication of the first edition of this book in 1959 a number of changes have taken place in the structure of the advertising industry: the examination system has been altered by the institution of a Higher National Certificate in Advertising and Marketing; the Advertising Standards Authority has been formed; and a voluntary code of practice has been drawn up. These changes are all discussed in this new edition of a standard textbook. A short reading list is also included.

Other publications

CANADA, JANUARY 1967. 48 pages. Organization for Economic Co-operation and Development. 5s., by post 5s. 5d., from HMSO and Government bookshops. *Economic surveys by the OECD.*

CATALOGUES OF GOVERNMENT PUBLICATIONS

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
April 4 to 7	**Private and commercial vehicles, road making and heavy machinery.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Saloons and estate cars including Princess limousines, Ford 'Anglias', 'Populars', 'Consuls Mk. II', 'Zephyrs' 4 and 6; Morris 'Minors', 'Mini-minors', 'Oxfords'; Humber New Hawk saloons and touring limousines; Hillman 'Huskys'; Land Rovers; coaches (5-36 seaters); heavy duty trucks, tractors and breakdown vehicles including AEC 'Matadors' and six-wheeled trucks fitted winches; Diamond 'T's fitted Hercules and Rolls Royce diesels; Scammell heavy duty tractors and breakdowns; Thorneycroft tractors fitted fifth-wheel couplings; Leyland 10-ton chassis; Leyland 'Hippos'; Albion 20-ton trucks fitted winches; hydraulic tippers by Albion 10 ton 3-way; Bedford and Commer; Thorneycroft 4-wheel drive trucks; Rubery Owen 10-ton semi-trailers; low loading light recovery, office and other trailers (10 cwt.-20 tons); mobile tankers (100-2,500 gallons); and many other types of load carrying and dual-purpose vehicles; excavators by NCK and Ruston Bucyrus; mobile cranes by Jones 'KL66', Neals & Taylor; Caterpillar 'D8' tractors; International half tracks; 1-ton trailers fitted air conditioning plants; wheeled tractors by David Brown, Fordson and Massey-Ferguson; vehicle mounted fire fighting units; plant spares by Bray, Caterpillar, Coles, Neals and Newton Chambers; solo motor cycles.

April 14	**Miscellaneous equipment and stores**	**Command Ordnance Sub Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)**

Steam cleaning plant; pneumatic servicing trolleys; diesel generators; 4 h.p. motors; Johnson gritters and snow ploughs; Coventry Climax fire pump and fork lift; Newton mechanical lifter; generating and welding sets; trolley, hydraulic and screw jacks; 6v and 12v batteries; blocks, tackle, winches; vices; hand tools; motor vehicle spares; wireless, telephone and electronic equipment; various test sets and meters; scrap metals; 30/35 ft. extending ladders; tent poles; camouflage nets; footwear; webbing equipment; clothing including greatcoats and battle dress; ground sheets; suitcases; carpets; blankets; bedding; furniture; kitchen equipment; and a large assortment of miscellaneous stores.

April 18	**Machine tools, industrial equipment, textiles, miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 58 Merrion Street, Leeds, 2. (Tel. 20898.)**

Grinding machines; folding and sawing machines; compressors; fork lift trucks; electric truck; electric welding and spot welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity roller; extending ladders; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; theodolites; clocks; workshop equipment; MT spares; tool kits; electrical, wireless and signal equipment; ironmongery and household items; textiles including canvas, tents, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment, wood boxes; clothing including greatcoats, battle dress, raincoats, jerkins, shirts, vests, drawers, boots and shoes; furniture including folding chairs and forms, dining chairs and tables, wardrobes and numerous other items of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

By Direction of the Secretary of State for Defence. Highly important sale being the major portion of the former Royal Air Force Station, **HIGH ERCALL, NEAR WELLINGTON, SALOP.** Briefly comprising: **Lot 1. Head quarters Site** – Area 32 acres. Comprehensively equipped with well maintained brick buildings, and 'B', 'J' and 'K' Type Hangars. **Lot 2. Sub Site** – Area 8½ acres. With two 'K' Type Hangars. **Lot 3. Sub Site** – Area 12 acres. With two 'Lamella' Hangars. **Lot 4. Sub Site** – Area 23½ acres. With three 'Lamella' Hangars. **Lot 5. Sub Site** – Area 22¼ acres. With three 'Lamella' Hangars. **Lots 6, 7, 8 and 9. Part of the main Airfield** – Area 218 acres.

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MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
April. 4	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

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Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

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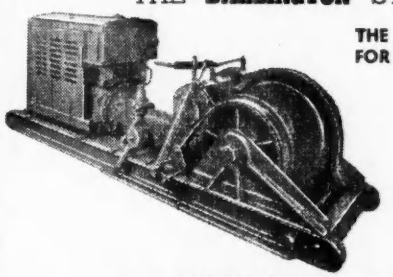

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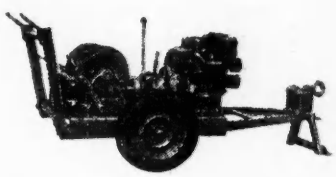

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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1966		133*				109		126*	162*				+149*	— 1*	+ 6
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter	129	134	158	156	126	109	161	129	163	182	171	+102	+105	+20	—15
4th quarter		130*				109		121*	155*				+ 12*	— 5*	—24
1966															
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November		129*				109									
December		131*				109									
1967															
January						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices							Series shown in thousands					
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	152*	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 8
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	145	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	152*	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	163	+135
1967													
1st quarter								458*	188*				
1966													
July	160	122	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153	106*	139·2	+3·6	112·4*	133·6	170·9	454	191		172	174	
February			139·4	+3·7	112·2*	133·6*	171·3	454	188		163	167	
March								467*	184*				

*Provisional. †Not seasonally adjusted.

Index of Industrial Production for January

THE PROVISIONAL index of production for January 1967, prepared by the Central Statistical Office is 132 (seasonally adjusted). For manufacturing industry alone the figure is 133.

For the three months November 1966 to January 1967 it is provisionally estimated that production as a whole was 1.3 per cent lower than in the preceding three months, August to October 1966, and for manufacturing industries alone the decrease was 2.0 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	158	142	160	133	144	74	129	123
1966	133·1	86	135·3	124	117	137	165	149	167	136	152	74	129	115
Unadjusted:														
1965 3rd quarter	123	81	125	119	113	130	153	137	155	122	134	72	111	109
4th quarter	137	95	139	126	119	138	158	146	160	139	154	75	134	125
1966 1st quarter	138	90	140	121	116	129	167	146	170	142	156	73	141	128
2nd quarter	134	90	138	128	117	145	164	152	166	137	149	73	139	119
3rd quarter	125	76	128	121	115	133	160	144	163	126	142	74	116	106
4th quarter	135	91	136	126	120	138	168	154	170	137	162	76	120	106
1966 November	137	92	138	130	123	144	171	148	174	137	161	76	118	110
December	131	90	130	119	112	131	164	158	165	138	166	76	120	92
1967 January (prov.)	131	75	131	116	116	115	167		170	131	146	76	125	113
Seasonally adjusted:														
1965 3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	161	136	148	74	134	122
1966 1st quarter	134	89	137	126	118	141	162	145	165	138	152	72	134	123
2nd quarter	133	88	135	123	115	137	161	151	163	135	149	73	132	116
3rd quarter	134	85	136	123	117	134	168	147	171	136	153	76	130	117
4th quarter	130	85	132	124	116	137	169	152	171	133	156	75	119	105
1966 August	135	86	137	122	117	131	166	141	170	138	155	77	130	118
September	132	84	134	123	118	133	168	153	171	133	147	75	129	118
October	131	84	132	124	117	136	165	156	167	134	154	75	121	111
November	130	84	130	123	116	135	166	146	170	131	154	75	115	102
December	131	85	132	122	116	135	171	155	174	134	157	75	120	98
1967 January (prov.)	132	87	133	128	121	139	168		171	133	152	75	122	110
Aug.-Oct. (av.)	133	85	134	123	117	133	166	147*	169	135	152	76	127	116
Nov.-Jan. (av.) (prov.)	131	85	132	125	118	136	168	152*	172	133	154	75	119	103

	Manufacturing industries (continued): Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	100	127	151	157	142	121	144	152	138	151
Unadjusted:															
1965 3rd quarter	122	122	120	115	111	94	126	146	155	131	126	130	137	138	117
4th quarter	134	133	134	126	124	109	133	152	155	146	129	148	155	139	165
1966 1st quarter	135	134	138	127	123	111	137	152	155	146	119	153	155	133	177
2nd quarter	131	132	131	121	120	101	126	153	161	142	121	151	154	139	137
3rd quarter	114	115	113	113	109	90	124	149	155	139	123	133	146	141	120
4th quarter	121	120	125	118	117	96	122	151	156	143	123	140	154	141	171
1966 November	123	122	125	123	123	100	127	157	162	149	126	144	156		181
December	110	108	121	103	105	89	103	140	144	134	109	129	147		184
1967 January (prov.)	122	123	118	111	110	92	115	146	152	138	107	148			191
Seasonally adjusted:															
1965 3rd quarter	134	134	131	122	119	103	129	150	158	137	125	142	144	138	144
4th quarter	131	131	131	122	117	105	133	149	154	141	123	144	151	139	151
1966 1st quarter	129	128	134	122	119	105	132	152	157	146	126	147	154	134	149
2nd quarter	128	128	129	124	122	101	129	150	156	142	121	149	151	138	151
3rd quarter	124	125	122	120	118	99	127	154	158	146	122	146	154	141	148
4th quarter	119	118	122	114	111	93	122	148	156	137	117	136	151	141	157
1966 August	125	127	119	121	120	101	126	153	155	151	120	147	159		153
September	125	126	117	114	112	96	122	158	161	152	123	141	150		146
October	124	124	125	115	113	95	121	147	155	135	121	137	150		152
November	115	115	117	114	110	94	123	149	157	136	114	133	149		164
December	117	115	124	112	109	91	122	149	155	140	116	137	153		156
1967 January (prov.)	119	119	116	114	109	89	126	150	156	140	119	141			155
Aug.-Oct. (av.)	125	126	120	117	115	97	123	153	157	146	121	142	154*		150
Nov.-Jan. (av.) (prov.)	117	116	119	113	109	91	124	149	156	139	116	137	151*		158

*Latest available three months (October-December) and previous three months (July-September).

Trends in insurance companies' investment

TOTAL NET investment by insurance companies in the fourth quarter of 1966, at £152 million, was about £10½ million higher than in the third quarter. Investment by life funds rose by about £22 million between the third and the fourth quarter, although investment by general funds fell by about £11½ million during this period.

For the year as a whole, total net investment (excluding the change in agents' balances, etc.) by insurance companies fell by about 1½ per cent from £624 million in 1965 to £614 million in 1966. This annual change may be altered when the figures for agents' balances, etc., which are collected only once a year in the inquiry into insurance companies' assets held at the end of the year, are published in the next quarterly article.

Life funds

Net investment by life funds at £152 million in the fourth quarter was some £16½ million lower than in the same quarter of 1965. There was a significant increase in investment in British Government securities (£34 million compared with a disinvestment of £5½ million during the first three quarters of 1966). Disinvestment in medium and short dated securities in the fourth quarter was more than compensated for by heavy investment in long dated securities with more than 15 years to maturity: at £87 million, net investment in the latter securities was at its highest quarterly level since the fourth quarter of 1964.

Investment in company securities fell in the fourth quarter, for the third quarter running, to £60 million. Investment in ordinary shares was slightly lower than in the previous quarter, while disinvestment in preference shares continued. Investment in debentures, etc., at £54 million, remained at the level reached in the previous two quarters.

One significant increase during the quarter was in investment in land, property and ground rents (£38 million compared with £28 million in the previous quarter and £21 million in the fourth quarter of 1965). Mortgages and loans were slightly lower in the fourth quarter. There was no appreciable change in holdings of cash, but other short-term assets (excluding agents' balances, etc.) fell by some £10 million to bring total net investment to £152 million for the quarter.

Subject to modification, which is likely to be only slight in the case of life funds, when the figures for agents' balances, etc., are available, it seems that the net investment by life funds was lower by about 5 per cent in 1966 than in 1965, after remaining virtually the same in 1965 as in 1964.

General funds

General funds, like the life funds, and also the private pension funds[1], were buyers of British Government securities, with net investment of £11½ million in securities with more than 15 years to maturity, although disinvestment in other British Government securities brought total net investment in this category down to about £3 million. Other features of general funds investment were a similar level of investment in ordinary shares to that in the previous quarter, lower investment in preference shares than in recent quarters and an acceleration of disinvestment in overseas government, etc., securities.

In total, investment by general funds during the quarter was virtually nil, a fractional increase in investment in securities, etc. (£0.1 million) and an increase in holdings of cash (£3 million) being balanced by a fall in holdings of other short term assets. For the year as a whole, net investment by general funds (excluding the change in agents' balances, etc.) was some £27 million, considerably higher than in 1965 (£½ million). However, since agents' balances, etc., represent a significant proportion of general funds assets (about one-fifth at the end of 1965) the year to year change may be substantially altered when figures of agents' balances, etc., are available later.

(1) See *Board of Trade Journal*, March 3, 1967, page 580.

Notes:

The statistics relate to the United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Fuller definitions are given in the *Board of Trade Journal* of July 1, 1966 (page 24). The figures have been rounded and totals are not always equal to the sums of their components.

Thos. Cook & Son have recently introduced a new direct road groupage service to Teheran operating through Switzerland. The service is a weekly one, departing from London each Friday, and the transit time is 16 to 18 days. Cooks list the advantages of this door-to-door service as savings in packing costs, reduced risks of damage and pilferage, reduced insurance premiums and rapid through transit time. Picture shows one of the vehicles in use for this service.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Transactions in assets of insurance companies

£ million

Assets	Life Funds					General Funds				
	Net Investment 4th qtr., 1965	Net Investment 3rd qtr., 1966	4th quarter, 1966			Net Investment 4th qtr., 1965	Net Investment 3rd qtr., 1966	4th quarter, 1966		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:										
British government and government guaranteed securities:										
Period to maturity:										
Up to 5 years	+ 5·0	— 5·9	14·7	12·0	+ 2·7	— 0·9	— 3·1	12·6	9·2	+ 3·4
Over 5 and up to 10 years	— 5·0	— 14·2	5·5	28·6	— 23·1	— 1·7	+ 0·2	1·6	10·2	— 8·6
Over 10 and up to 15 years	+ 12·4	— 9·3	12·7	43·5	— 30·8	+ 4·7	+ 0·5	4·0	5·5	— 1·6
Over 15 years	+ 5·1	+ 34·0	147·3	60·5	+ 86·8	— 2·1	+ 1·9	16·0	4·5	+11·5
Undated	+ 5·8	+ 1·0	13·9	15·6	— 1·7	— 0·1	+ 0·5	0·5	2·3	— 1·8
Local authorities, etc., securities	+ 5·4	— 4·1	3·8	11·9	— 8·1	— 0·7	— 0·6	3·3	1·7	+ 1·6
Total of public sector securities	+ 28·6	+ 1·5	198·0	172·1	+ 25·9	— 0·8	— 0·7	38·0	33·4	+ 4·6
Other investments:										
Company securities:										
Ordinary shares	+ 16·7	+ 18·1	36·6	21·2	+ 15·4	+ 3·6	+ 3·6	9·9	6·4	+ 3·5
Preference shares	+ 1·1	— 4·3	3·3	12·7	— 9·4	+ 3·0	+ 3·4	2·0	0·5	+ 1·6
Debentures, etc.	+ 59·0	+ 55·4	71·5	17·3	+ 54·1	— 0·9	+ 0·6	2·3	5·0	— 2·7
Mortgages and loans:										
Home – House purchase loans	+ 17·6	+ 17·5	34·8	19·5	+ 15·3	— 0·3	+ 0·6	1·3	1·1	+ 0·2
Other mortgages and loans	+ 22·2	+ 25·2	37·3	15·4	+ 21·9	— 0·9	— 0·3	0·9	0·8	+ 0·1
Overseas	+ 0·6	+ 0·1	1·5	0·4	+ 1·1	—	— 0·6	0·3	1·0	— 0·7
Overseas government, etc., securities	— 0·6	—	4·1	4·1	—	— 1·0	— 0·6	3·5	10·1	— 6·6
Land, property and ground rents	+ 21·3	+ 27·8	40·1	1·9	+ 38·3	+ 0·6	+ 0·5	1·0	0·6	+ 0·4
Other investments	+ 0·4	— 4·9	0·4	0·4	—	—	— 0·1	0·3	0·4	— 0·1
Total of other investments	+138·2	+134·8	229·5	92·9	+136·6	+ 4·1	+ 7·1	21·6	26·1	— 4·5
Total of investments	+166·8	+136·3	427·5	265·0	+162·5	+ 3·4	+ 6·4	59·5	59·4	+ 0·1
			BALANCES					BALANCES		
			Sept. 30, 1966	Dec. 31, 1966				Sept. 30, 1966	Dec. 31, 1966	
Cash and other short-term assets:										
Cash in hand and with UK banks	+ 12·3	— 5·6	25·0	24·7	— 0·3	— 1·2	+ 2·1	35·5	38·7	+ 3·2
UK local authority bills and temporary money	— 8·1	— 4·6	23·6	15·3	— 8·3	— 7·6	+ 0·4	7·8	5·8	— 1·9
Other short-term assets	— 2·2	+ 4·1	9·1	7·3	— 1·8	— 2·4	+ 2·3	25·7	24·1	— 1·6
Total cash and other short-term assets	+ 2·1	— 6·0	57·7	47·3	— 10·4	—11·2	+ 4·7	69·0	68·6	— 0·3
Total net investment	+168·9	+130·2			+152·2	— 7·9	+11·1			— 0·2

— nil or less than £·05 million.

Assets	Combined Funds					Net Investment Year 1966		
	Net Investment 4th qtr., 1965	Net Investment 3rd qtr., 1966	4th quarter, 1966			Life Funds	General Funds	Combined Funds
			Assets Acquired	Assets Realized	Net Investment			
Public sector securities:								
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	+ 4·1	— 9·0	27·3	21·2	+ 6·1	— 12·1	— 4·3	— 16·4
Over 5 and up to 10 years	— 6·7	— 14·1	7·1	38·8	— 31·6	— 63·4	—11·3	— 74·7
Over 10 and up to 15 years	+ 17·1	— 8·8	16·7	49·0	— 32·3	— 62·9	— 2·0	— 64·9
Over 15 years	+ 3·0	+ 35·9	163·3	64·9	+ 98·3	+157·1	+11·6	+168·8
Undated	+ 5·6	+ 1·5	14·4	17·9	— 3·5	+ 9·7	— 1·4	+ 8·4
Local authorities, etc., securities	+ 4·7	— 4·7	7·1	13·6	— 6·5	— 2·2	+ 2·7	+ 0·5
Total of public sector securities	+ 27·9	+ 0·8	235·9	205·4	+ 30·5	+ 26·3	— 4·6	+ 21·6
Other investments:								
Company securities:								
Ordinary shares	+ 20·2	+ 21·7	46·5	27·6	+ 18·9	+ 85·2	+18·2	+103·4
Preference shares	+ 4·0	— 0·9	5·3	13·2	— 7·8	— 16·4	+17·9	+ 1·5
Debentures, etc.	+ 58·1	+ 56·0	73·8	22·3	+ 51·4	+233·5	— 2·0	+231·4
Mortgages and loans:								
Home – House purchase loans	+ 17·2	+ 18·1	36·1	20·7	+ 15·5	+ 63·1	— 3·3	+ 59·8
Other mortgages and loans	+ 21·3	+ 24·9	38·2	16·3	+ 21·9	+ 96·2	+ 1·4	+ 97·5
Overseas	+ 0·6	— 0·6	1·8	1·4	+ 0·4	+ 1·8	— 1·2	+ 0·5
Overseas government, etc., securities	— 1·5	— 0·6	7·6	14·2	— 6·7	— 4·2	— 7·7	— 12·0
Land, property and ground rents	+ 21·9	+ 28·3	41·1	2·5	+ 38·6	+116·7	+ 0·4	+117·0
Other investments	+ 0·4	— 5·0	0·7	0·7	— 0·1	— 0·7	— 0·2	— 0·8
Total of other investments	+142·3	+141·8	251·1	119·0	+132·1	+575·1	+23·4	+598·5
Total of investments	+170·2	+142·6	487·0	324·4	+162·6	+601·3	+18·9	+620·2
			BALANCES					
			Sept. 30, 1966	Dec. 31, 1966				
Cash and other short-term assets:								
Cash in hand and with UK banks	+ 11·1	— 3·5	60·5	63·4	+ 2·9	— 16·6	+ 3·6	— 13·0
UK local authority bills and temporary money	— 15·7	— 4·2	31·3	21·1	— 10·2	— 2·6	— 0·5	— 3·1
Other short-term assets	— 4·6	+ 6·4	34·8	31·4	— 3·4	+ 4·5	+ 5·3	+ 9·8
Total cash and other short-term assets	— 9·2	— 1·3	126·6	116·0	— 10·7	— 14·5	+ 8·3	— 6·3
Total net investment	+161·0	+141·4			+151·9	+586·9 (1)	+27·1 (1)	+613·9 (1)

— nil or less than £·05 million.

(1) Equals sum of quarterly net investment which excludes changes in agents balances, etc.; it, therefore, differs slightly from the total net investment for the year, including changes in agents balances, etc., which will be shown in the next article.

Car and commercial vehicle production in February

THE Ministry of Technology have announced that in the four weeks ending February 25 the average rate of production of cars was 30,280 a week, 17 per cent lower than in the corresponding period a year earlier. Production of commercial vehicles averaged 7,510 a week, 19 per cent lower than in February 1966.

Allowing for seasonal factors and the number of working days, car production in February was about 2½ per cent higher than in January, due entirely to higher production for export. This rise helped to take total production in the three months December 1966-February 1967 to a level higher than in the previous three months, for the first time since June of last year. However, production in the preceding three months was seriously reduced by industrial disputes and the later months may contain some making up for production previously lost from such causes. It is possible, therefore, that the underlying trend, seasonally adjusted, in total production in the last three months, might have been rather lower than in the preceding three months.

On the same seasonally adjusted basis production of commercial vehicles was also about 2 per cent higher in February than in January. For the three months ending February, however, total production was 6 per cent lower than in the previous three months.

Cars and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1. Recorded production

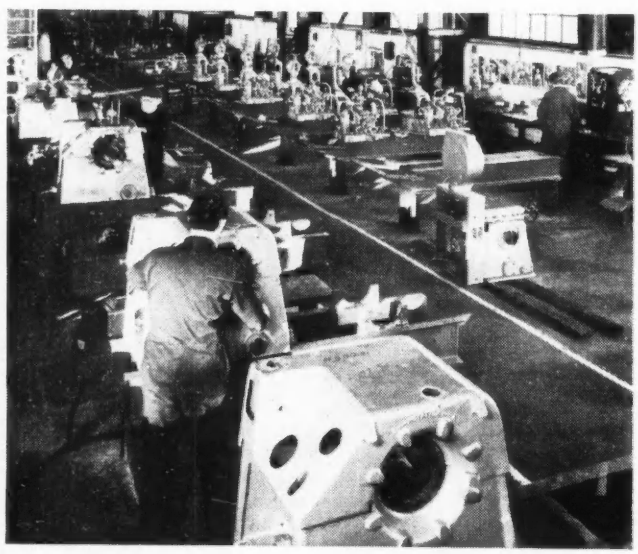
Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1966	52	1,603,679	30,840	414,444	7,970	24,231	466
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
2nd quarter	13	484,147	37,242	117,650	9,050	5,978	460
3rd quarter	13	334,143	25,703	91,221	7,017	5,665	436
4th quarter	13	322,928	24,841	91,004	7,000	6,777	521
1965 December	5	160,937	32,187	39,440	7,888	2,019	404
1966 January	4	128,800	32,200	31,611	7,903	1,696	424
February	4	145,322	36,331	35,141	8,785	2,154	539
December	5	123,879	24,776	32,772	6,554	2,764	553
1967 January	4	112,498	28,125	27,143	6,786	1,822	456
February	4	121,120	30,280	28,570	7,143	1,469	367

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1966	133·6	36·6
1965 1st quarter	143·6	39·0
2nd quarter	148·4	40·3
3rd quarter	137·1	36·1
4th quarter	144·9	36·3
1966 1st quarter	143·4	38·5
2nd quarter	147·3	39·1
3rd quarter	136·6	37·6
4th quarter	107·2	31·0
1966 July	142·6	38·3
August	143·0	38·3
September	124·2	36·3
October	113·7	32·1
November	93·6	29·9
December	114·4	31·1
1967 January	117·4	30·2
February	120·3	30·9
Average of:		
September to November 1966	110·5	32·8
December 1966 to February 1967	117·4	30·7
Percentage change	+6	—6



G and DPX type dynamometers, which are used for absorbing and measuring the power output of petrol and diesel engines in production at the Worcester works of Heenan and Froude Limited. The company exports 30 per cent of its annual production.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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Cutlery for October-December 1966
Hosiery and Other Knitted Goods for August-October 1966
Polishes for October-December 1966
Pesticides and Allied Products for October-December 1966

Index of retail prices, February 1967

AT February 21, 1967 the official figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 118.6, compared with 118.5 at January 17.

Operating and traffic statistics of the United Kingdom airways corporations and private companies

DURING OCTOBER 1966, capacity ton miles offered by United Kingdom airlines on their scheduled services increased by 17·2 per cent and total traffic carried (in terms of load short ton miles) 13·1 per cent compared with October 1965; 897,265 passengers were carried, or 6·0 per cent more, than in October 1965 and these passengers travelled 678·4 million passenger miles, or 10·1 per cent more. Freight ton miles rose by 23·6 per cent and mail ton miles by 5·1 per cent. The overall load factor fell from 53·8 per cent to 51·9 per cent.

During the four-week period ended October 29, 1966, capacity operated on BOAC's scheduled services increased by 20·2 per cent compared with the corresponding period in 1965; capacity on Western routes rose by 26·7 per cent and on Eastern routes by 13·9 per cent. Total traffic carried rose by 18·7 per cent on Western services and 16·6 per cent on Eastern services. The total of 107,928 passengers carried by BOAC was 10·6 per cent more than during October 1965 and these passengers flew 368·2 million passenger miles or 11·9 per cent more. The overall load factor fell from 51·4 per cent to 50·3 per cent.

BEA offered a total of 12·6 per cent more capacity on scheduled services in October 1966 than in October 1965; capacity on international services rose by 10·6 per cent and on domestic services by 18·7 per cent. Total traffic carried increased by 5·4 per cent. 347,873 passengers, or 3·8 per cent more, travelled on international routes and 227,406, or 2·5 per cent less, travelled on domestic routes. These passengers flew 158·4 million passenger miles, or 9·0 per cent more, on international services and 57·6 million passenger miles, or 2·3 per cent less, on domestic services. The overall load factor fell from 59·8 to 56·0 per cent.

The private companies provided 15·7 per cent more capacity ton miles on scheduled services in October 1966 than in October 1965, international capacity showing a rise of 4·8 per cent and domestic capacity showing a rise of 47·3 per cent. Passengers carried totalled 203,046, or 19·3 per cent more, and these passengers flew 55·4 million passenger miles, or 23·2 per cent more. There was an increase of 10·0 per cent in the number of passengers carried on international routes and an increase of 24·8 per cent on domestic routes. International freight traffic went down by 19·8 per cent but domestic freight rose by 43·9 per cent. The overall load factor fell from 54·4 per cent in October 1965 to 51·6 per cent in October 1966.

	BOAC		BEA		PRIVATE COMPANIES	
	October 1966 (1)	% change on October 1965	October 1966	% change on October 1965	October 1966	% change on October 1965
Scheduled Services:						
Aircraft miles flown	5,119,000	+ 7·3	4,419,000	+14·1	2,072,000	+11·8
Passengers carried	107,928	+10·6	575,279	+ 1·3	203,046	+19·3
Passenger miles	368,247,000	+11·9	216,070,000	+ 5·7	55,406,000	+23·2
Available seat miles	643,202,000	+10·9	366,376,000	+13·3	118,030,000	+26·0
Passenger load factor %	57·3	56·8 (2)	59·0	63·2 (2)	46·9	48·0 (2)
Freight carried (short tons)	3,720	+27·9	9,646	+ 5·8	14,117	+ 4·2
Mail carried (short tons)	522	+ 2·6	1,315	+ 0·9	64	—24·7
Load short ton miles	54,457,000	+17·7	24,369,000	+ 5·4	8,013,000	+ 9·7
Capacity short ton miles	108,272,000	+20·2	43,545,000	+12·6	15,522,000	+15·7
Overall load factor %	50·3	51·4 (2)	56·0	59·8 (2)	51·6	54·4 (2)
Non-scheduled Services:						
Aircraft miles flown	182,000	—30·5	284,000	— 4·1	3,503,000	+22·0
Capacity short ton miles	3,811,000	+ 0·3	3,186,000	+ 3·6	36,396,000	+33·8

(1) October 2-29, 1966. (2) 1965 actual load factors.

Registration of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, March 24, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 33: *Who Needs Eel Pie?*	Br/E 32164	9	March 20	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Blow-Up	Br/E 32165	111	March 20	Metro-Goldwyn-Mayer Pictures Ltd.	Bridge Films Ltd.
Turkey – The Bridge	Br/E 32166	19	March 20	Paramount Film Service Ltd.	Music in Miniature Films Ltd. (Trading as Samaritan Films).
The Other Corner of England	Br/E 32171	15	March 21	S.F. (Film) Distributors Ltd.	Armada Productions.
The Cuckoo Patrol	Br/E 32173	75	March 22	Eternal Films Ltd.	Eternal Films Ltd.
The Mikado	Br/E 32175	122	March 23	B.H.E. Distributors Ltd.	B.H.E. Productions Ltd.
Mister Ten Per Cent	Br/E 32176	89	March 23	Warner-Pathe Distributors Ltd.	Associated British Productions Ltd.
Pathe News 67-23	Br/E 31952	8	March 23	" "	Associated British-Pathe Ltd.
Pathe News 67-24	Br/E 31953	8	March 23	" "	" "
Movietone News 1971	Br/E 31886	8	March 23	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1971A	Br/E 31887	8	March 23	" "	" "
			FOREIGN		
Uncle Tom's Cabin	F 32160	148	March 20	S.F. (Film) Distributors Ltd.	Melodie Film, Munich, and Avala Film, Belgrade.
Tobruk	F 32161	109	March 20	Rank Film Distributors Ltd.	Universal International Films Inc.
Maya	F 32162	70	March 20	Metro-Goldwyn-Mayer Pictures Ltd.	King Brothers Productions Inc.
Diary of a Bachelor	F 32163	87	March 20	Warner-Pathe Distributors Ltd.	Homer Productions Inc.
Frankenstein Conquers the World	F 32167	87	March 21	" "	Toho Co. Ltd., Tokyo, and Henry G. Saperstein Enterprise Production, Los Angeles.
One Silver Dollar	F 32168	94	March 21	" "	Fono Roma, Rome.
Yesterday Girl	F 32169	93	March 21	Contemporary Films Ltd.	Kairos Film, Dr. Alexander Kluge, Munich.
Threatening Sky	F 32170	28	March 21	" "	Dovidis, Paris.
Cybourg 2087	F 32172	86	March 22	Grand National Pictures Ltd.	Feature Film Corp. of America.
The Reluctant Astronaut	F 32174	92	March 22	Rank Film Distributors Ltd.	Universal International Films Inc.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended February 25, 1967:

Distributors' earnings submitted:		
High cost films	£545,184	
Low cost films:		
Eligible (after multiplying by 2½)	£22,206	
Not eligible for 2½ times rent	£706	
		£568,100
Films of less than 3,000 ft. (after multiplying by 2½)		£36,072
		£604,172
Levy collections paid to Agency by HM Customs and Excise to March 6, 1967, together with an estimate of collections approximately covering entertainments for the four weeks ended February 25, 1967		£375,800

The fourth interim allocation for the tenth distribution period will be at the rate of 56 per cent.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of January was 2 per cent more than at the end of December 1966. The rate of deliveries was 9 per cent less than in January 1966, and the rate of receipt of net new orders was 2 per cent less.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1966*	104	92	96
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter	122	100	101
2nd quarter	127	102	97
3rd quarter	109	74	92
4th quarter*	104	92	96
1965 November	124	115	107
December	121	84	91
1966 January	121	92	95
1966 November*	107	104	100
December*	104	78	85
1967 January*	106	90	87

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations.
*Provisional.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in January was 11 per cent less than in January 1966.

Statistics issued by the Textile Council show that the output of single yarn and the amount of yarn doubled were both 10 per cent less than in January 1966. The yardage of cloth woven was 13 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959.	11·66	2·92	3·18	1·49	..	24·7	11·4
1960.	11·46	2·98	3·30	1·66	..	24·9	11·9
1961.	10·66	2·55	2·82	1·52	..	23·8	11·7
1962.	9·46	2·30	2·50	1·64	..	20·1	10·9
1963.	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965.	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966.	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 January	9·38	2·73	2·42	2·39	1·15	19·1	13·1
February	9·35	2·80	2·52	2·31	1·14	19·2	12·9
March*	9·53	2·87	2·55	2·37	1·17	19·6	13·2
April	8·64	2·52	2·31	2·15	1·19	18·4	11·9
May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5
August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3
September	7·80	2·36	2·18	1·95	1·30	16·3	11·1
October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·53	2·32	2·03	1·33	16·6	11·3

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries.
*Average of 5 weeks. †53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in January was 10 per cent less than in January 1966.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 14 and 8 per cent less respectively than in January 1966. The rate of production of tops was 9 per cent less.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958.	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959.	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960.	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961.	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962.	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963.	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964.	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965.	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1966.	97·0	57·4	78·7	55·2	42·1	33·5	7·6
1965 1st quarter.	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter.	104·9	63·4	83·7	59·8	41·9	37·8	8·1
2nd quarter	102·1	60·1	81·8	57·1	42·4	31·7	6·3
3rd quarter	87·8	53·0	69·8	50·4	41·9	29·9	7·1
4th quarter	93·3	53·3	79·5	53·6	42·2	34·5	9·1
1965 November.	36·4	21·8	28·9	20·5	15·5	13·9	3·2
December.	33·3	19·6	27·3	19·2	14·2	12·4	3·2
1966 January.	33·7	20·1	27·2	19·7	14·4	12·4	2·9
1966 November.	32·4	19·0	27·3	19·1	14·9	12·4	3·2
December.	28·9	16·2	24·7	16·0	12·4	10·6	2·7
1967 January.	31·9	19·2	25·9	17·8	13·7	12·0	2·7

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

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Exhibitions and Fairs

72nd IGEDO Fashion Trade Fair, Dusseldorf

A report by the Commercial Dept., British Consulate-General, Dusseldorf

THE primary purpose of this March Fashion Week, held from March 12 to 15, is to provide firms with an opportunity of showing their collections of women's and girls' coats and costumes for the coming autumn and winter, but garments for the summer season were also displayed on the majority of stands. There was a special section for children's wear. 900 firms took part, 688 firms with stands in the halls and the others in hotels in town. Visiting began briskly and the fair authorities reported that by the third day there had been as many visitors (11,500) as during the whole exhibition last March. The number of foreign visitors (1,600), too, increased by some 400 and it is important to remember that only trade buyers and not the general public are admitted to these fairs.

Of the 120 foreign firms that had taken stands the largest group came from the United Kingdom. 22 British firms were represented, 11 on one agent's stand and 11 on a Joint Venture. The firms in the Joint Venture were Ellis Bridals; Alexander Newman Ltd.; John Craig Ltd.; F. J. Bacon Ltd.; L. Harris (Harella) Ltd.; Aubrey Segal Ltd.; London Maid Ltd.; Davisella Ltd.; Selincourt & Sons Ltd.; Slimma Ltd., and Gerrard Fisher. They were sponsored by the Board of Trade and organized in conjunction with the Clothing Export Council. The stands were excellently placed in the busiest halls and their simple, open design was both elegant and arresting. The British exhibitors seemed pleased with them. Official display material, particularly the red banner depicting a girl sporting Union Jack sun spectacles, certainly succeeded in making the British stands immediately recognizable. The 11 British firms on the one independent stand were Bernard Freres; Comberland Fashions Ltd.; Glenny and Hartley Ltd.; J. H. Greenwood Ltd.; Kiddie Clothes Ltd.; Lee Cooper Ltd.; L. Flower Ltd.; John H. Maltby; F. C. Savage Ltd.; Shadowline Ltd., and Stevex Ltd.

The United Kingdom was followed by France (17), Italy (16), Israel (16), Norway (11), Holland (10), Austria (7), Switzerland (6), the United States (5), Belgium (2) and Denmark, Turkey and Hong Kong each with one firm. Israel and Norway, too, had attractively designed Joint Venture stands.

Firms that have now participated at a number of 'IGEDOs' in Düsseldorf and are consequently well known affirmed that they had been able to conclude a satisfactory amount of business. Buyers know the agents and make a special effort to look out the British stands and see what new ideas their collections incorporate. Newcomers, though disappointed at the paucity of the orders that they had gained, acquired useful information for future visits. Persistence is a prerequisite for breaking into the German market.

There can be no doubt that business, though satisfactory, was not as lively as firms had expected. Caution seems to have been the buyers' basic principle. Although this exhibition is reserved for autumn and winter wear, buyers tended to postpone their decisions in this field and concentrate on completing their ranges for the late summer from the unusually varied and brightly coloured collections on display. Manufacturers who could supply fashionable garments and promise prompt delivery dates were extremely successful.

On March 14, an official visit was made to the stands of the British exhibitors by Mr. J. M. Fisher, HM Consul-General, and Mr. Roy H. Link, HM Consul (Commercial) at Düsseldorf. British participation was given good publicity in the press and by a short appearance on a news programme on the German television. In spite of a noticeable lack of buying and the present tendency on the part of the buyers to avoid committing themselves too far in advance, problems which affect all manufacturers whether home or foreign, British firms did well, and expressed their intention to return.

British gas turbine success

OF THE 85 companies exhibiting at the recent annual gas turbine products show organized in Houston, Texas, by the American Society of Mechanical Engineers, 10 were British. They were Austin Motor Company, Bristol Siddeley, John Brown Engineering, Centrax, Hawker Siddeley, Firth Brown, Firth-Derihon, Monk Bridge Iron and Steel, Rolls-Royce and Ruston & Hornsby. The show had the biggest attendance ever, including the largest number of technical visitors from Germany, Sweden and Japan. A party of Russians also visited the show.

It was Bristol Siddeley and Rolls-Royce's seventh appearance at the show, Austin's fifth and the fourth by Monk Bridge and Ruston & Hornsby. Most of the British exhibitors reported that they were extremely pleased with this year's results. Some of them talked in high-six and even seven figure dollar terms when assessing the amount of business likely to result.

An important additional return came from the opportunity to exhibit in the heart of the fast expanding Texan industrial complex. The opportunities there so impressed some of the exhibitors that they are now discussing the establishment of local representation in Houston.

Mrs. Margaret Thatcher, MP for Finchley, who visited Houston, Texas, recently in the course of a tour sponsored by the American State Department, found time to visit the annual gas turbine show organized there by the American Society of Mechanical Engineers. She is seen here with, on the left, Mr. G. S. W. Gush, Vice-Consul (Commercial) in Houston, on the stand of Rolls-Royce – one of 10 British exhibitors.

Early discussions on the 1968 Cologne Furniture Fair, at which there is likely to be a Board of Trade assisted display, have taken place in London. Dr. Robert Krugmann, a director of the Cologne Furniture Fairs, and Mr. Henry Melsom (standing), the United Kingdom agent, are shown flanked by Mr. David Mitchell and Mr. Norman Wooldridge, chairman and secretary respectively of BFM Exhibitions Ltd.

BRITISH TRADE CENTRE New York

The British Trade Centre in New York, now under Board of Trade management offers unrivalled display and promotional facilities for British exporters tackling the largest and most prosperous market in the world.

● Superb Situation

8,000 square feet of exhibition space on the ground and mezzanine floors of the Rockefeller Center, a recognized show place in the heart of Manhattan.

● Special Promotions

"Vertical" trade shows featuring a specific industry or trade group or even an individual firm will become an increasingly prominent part of the Centre's activities. For maximum impact, shows will be carefully timed to coincide with American buying seasons, etc. Exhibition costs will be moderate; and group exhibits will qualify for Board of Trade financial assistance under the Joint Venture Scheme.

● Display Facilities

145 stands and wall cases available at attractive prices for the display of both consumer goods and industrial equipment. Display facilities are normally let for three-month periods: some are still available for the early months of 1967.

● Comprehensive Service

The British Trade Centre will be backed by, and integrated with, the full range of Government services for exporters offered at no charge by the Board of Trade and British Government Offices in the United States working in conjunction with the British American Chambers of Commerce and the United States Committee of the British National Export Council.

A formula for SUCCESSFUL EXPORTING

The British Trade Centre in New York offers the British exporter for the first time a new facility for tackling the United States market. Whether your product is on display in its own showcase for three months or more or is part of a shorter trade show, the Centre provides a springboard to launch it into a market offering the greatest concentration of buying power in the world. The Centre serves equally to help those already exporting to Britain's most valuable market to consolidate and improve their success. **If you have plans for starting or increasing business with the United States, the Trade Centre should figure in them.**

For further information call Overseas Trade Fairs Directorate at the Board of Trade (Abbey 7877, Ext. 2018) or get in touch with the Director, The British Trade Centre, 10 West 49th Street, New York 10020. Telephone 582-7320.

Utrecht International Spring Fair

A report from the Commercial Department, British Embassy at The Hague

THE ANNUAL Utrecht International Spring Fair was opened on March 6 by the Dutch Minister of Housing, Mr. H. J. Witte. Every second year the fair concentrates on building, and this year 61,000 square metres out of a total of 93,000 square metres was devoted to the building industry and heating. The remaining 32,000 square metres showed exhibits of household appliances, toys, leatherware and other consumer products. The fair occupied eight halls and an open site where contractors' plant was displayed.

Altogether 3,450 firms were represented: 1,555 Dutch and 1,895 foreign. Although attendance figures are not being made available, there is some evidence that the number of visitors is somewhat down on the previous event. Considerable numbers of visitors were from third countries, particularly Germany, Belgium and France, as well as the United Kingdom. About 250 British firms took part, mostly through their agents, but 35 of them occupied space on four Joint Venture stands organized by the Board of Trade in conjunction with the Building Materials Export Group, the Society of British Gas Industries, and the Engineering and Building Centre, Birmingham.

Tuesday, March 7, was designated British Day, when Lord Winterbottom, Parliamentary Secretary, Ministry of Public Building and Works, attended a press reception organized by the Building Exhibition Ltd., where he was introduced by the British Ambassador, Sir Peter Garran. After the reception Lord Winterbottom and Sir Peter visited several of the British exhibitors as well as the joint stands.

Speaking generally, the agents of British firms were pleased with the share of the market held by the products they represented, but where competition is strong from countries within the Common Market the tariff barrier is a severe handicap to future prospects.

Several of the participants in the Joint Ventures, some of them household names in the Netherlands, already had agents. Others used the fair to test the market for their products and to seek agents. With two or three exceptions everyone felt that their participation had been worth while and useful contacts had been made. The firms whose products had some special appeal not yet known on this market received exceptional interest. Others who were exhibiting equipment similar to that available from other continental suppliers felt that it would be a hard fight to get into the market. There were one or two firms whose products stood no chance at all of selling in their present form or at their present price.

The Dutch market for building machinery, building materials, central heating equipment and ancillary products is growing. It has suffered a setback recently as a result of the cutback in the economy, but it is showing signs of getting into its stride again. A demand for more living space in housing and higher standards generally is a noticeable trend in the Netherlands. In 1954 2 per cent of local authority new housing had central heating; in 1965 this had grown to 59 per cent (94 per cent for flat building). In the near future it will be 100 per cent. This presents opportunities which some British firms have been quick to exploit. Prospects in other sectors may not be quite so bright, but a worthwhile market still exists for contractors' plant, certain fittings and control equipment, etc., which it is worth taking the trouble to explore. If, after an initial survey, a product seems to stand a chance of selling in the Netherlands, the Heating and Building Section of the Spring Fair is a good way of introducing it.

Store promotions in Norway

THE RESULTS of Britain 66, held last year in Oslo, have been most encouraging and British exports to Norway have been rising significantly. British manufacturers, therefore, should be particularly interested in two British store promotions which are being held in Bergen from October 6 to 14, 1967, by Sundt & Co. and Kloverhuset.

Sundt & Co. are the principal department store in Bergen and are interested in most classes of merchandise stocked by such stores. They sell mainly in the medium price range and their promotion will be directed towards modern styles and designs.

Kloverhuset is the leading clothing store in the city. They also sell in the medium price range and specialize in men's and ladies' ready-to-wear clothes, accessories, children's wear and piece-goods. Their promotion will be based on young fashions and will be supported by window and store displays, models and possibly visits of personalities.

Interested manufacturers should write, if possible before April 10, to: Sundt: Sundt of London, c/o James Bennett Limited, 76 Grosvenor Street, London, W.1; Kloverhuset: Joh. Petersen A/S, 'Kloverhuset', Strandgaten 13, Bergen, Norway. Buyers from the stores will be visiting London later in the spring.

Further information may be obtained from Mr. H. S. L. Tottenham of BNEC Export Council for Europe (01-930 3121) or Board of Trade Overseas Trade Fairs Directorate (Mr. P. S. E. Hooper, Abbey 7877, Ext. 2755).

Missions in support of British Weeks

AT LEAST 14 trade missions, each representing a different sector of industry, are being sponsored by BNEC Canada in connection with the Toronto British Week, October 12-21, while BNEC Export Council for Europe have almost as many on hand for the Brussels British Week, September 29-October 7.

This is an indication of the range of goods which go into the target shopping area for a British Week. Work goes on throughout the year by BNEC and Board of Trade teams, getting manufacturers, agents, and retailers in touch with each other; making sure that not only is the range there, but that all goods on display are also stocked in depth. This is the first year in which two official British Weeks have been mounted simultaneously.

Major successes of past British Weeks (last year's was in Lyon), have been furniture, women's fashions, giftware, and food. Missions in these four categories are being arranged for both Brussels and Toronto. Others in the consumer goods field cover textiles (Irish linen), floor coverings, cosmetics and toilet preparations, tobacco and accessories, for Canada; hardware, handtools, domestic appliances, men's wear, and carpets for Belgium.

Sir Charles Johnston (right), British High Commissioner in Australia, and Lady Johnson were among the visitors to the successful Second International Toy Fair organized in Sydney by the Australian British Trade Association last month. Mr. L. D. Britain (left), of Britains Ltd., attended as representative of the British Toy Manufacturers' Association, who collaborated with the Board of Trade in mounting a joint venture display by 37 member companies.

Mr. George Darling, Minister of State at the Board of Trade, who opened IMBEX 67 – the Fifth International Men's and Boys' Wear Exhibition, held at Earls Court from February 27 to March 3 – found time to tour the stands. Although, as he had said in his opening address, not by any means every firm in the industry was exporting, a number were proving most successful. The makers of Guards menswear made no secret of their interest in exporting, as their stand – here being admired by Mr. Darling – clearly showed!

Buying team from Tokyo Store

A PARTY of buyers from the Seibu Store, Tokyo, is visiting the United Kingdom from March 31 to April 12. The Seibu Store intends holding a British promotion later this year with the support of the Board of Trade and British National Export Council, Asia. All interested British manufacturers are invited to contact the store's London buying house: J. Raymond Wilson & Co. Ltd., 4, Chiswell Street, London, E.C.1. (Tel. Metropolitan 9231).

Automated medicine at MEDEA 67

THE NEWEST developments in medico-engineering were on show from March 13 to 17 at the International Medical Engineering and Automation Exhibition, Earl's Court, giving what the organizers claim is the first full picture of the impact of modern electronic techniques on medicine.

Patient-monitoring equipment was displayed by several companies and included computers which can give blood readings, measure the efficiency of a patient's lungs and watch and care for dangerously ill patients. A new computer system was also featured which the designers claim will make it possible to screen patients and give early warning of potential illnesses. Surgical instruments which use ultra-cold treatments for eye operations were shown and also methods for using sound vibrations to detect and treat tumours of the brain and to examine with complete safety the condition of unborn babies. In addition, improved techniques in the construction of modular operating theatres, now being sold all over the world, were on view.

The organizers report that this first exhibition has attracted a gratifying amount of foreign interest. Buyers from over 25 countries attended, the greatest interest being shown by France, Germany, Sweden and the United States. A delegation from the Swedish Central Hospital also visited the exhibition.

More than a dozen countries participated in the exhibition, including France, Germany, the United States and Hungary. A symposium on medical electronics held during the period of the exhibition included speakers from twenty countries. Subjects discussed varied from the control of artificial limbs by the tiny electrical forces developed in nerve fibres to the use of computers to monitor seriously ill patients, second by second, and give early warning of crises.

British cycles in New York

IN A REPORT on the British Cycle and Motorcycle Industries Association's participation in the cycle show held recently in New York (*Board of Trade Journal* of March 24, page 783) reference was made to the Association's mission to the United States in April 1965. This stated that five member companies had taken part in the mission: in fact, 14 companies were represented, of which five were among the participants in the joint venture at the recent exhibition.

Salon des Arts Ménagers

A report by the Commercial Department, British Embassy, Paris

THE 36th Salon des Arts Ménagers took place from March 2-19 at the Palais de la Défense, Paris, which has an area of 80,000 square metres spread over five floors. There were 1,350 exhibitors of whom 300 came from 26 foreign countries and included 69 West German firms, 60 Italian, 24 British and 19 Dutch.

The first three days were reserved for visitors in the trade and the exhibition was open to the public from March 5 only. A record crowd visited the Salon on the first day of opening to the public, but more important was the increase in the number of professional visitors. The total attendance figure was just over one million.

Over 400 different categories of goods were on show, but the general public, hungry to see the latest developments in the household sphere, did not find any startling innovations. Dish-washing machines continue to be the centre of attraction (46 firms – two British – exhibited there compared with 34 last year), 13 firms (compared with six last year) exhibited humidifiers. A remarkable choice of apparatus was offered by 63 firms showing washing machines, 59 refrigerators, 51 oil heaters, 57 gas cookers and 30 vacuum cleaners.

British firms or their French representatives exhibited a wide range of goods from foodstuffs to rubber gloves, but the majority were to be found in the household electrical equipment section. Three British makes of electric sink waste disposal units were on show, one of which, when fitted with a range of accessories, could rinse washing, peel vegetables, mix food and polish. A new line of British vacuum flasks only introduced into France in early 1966 was honoured by the inclusion of one of the models in the exhibition 'Formes Utiles' (the French organization similar to our Council of Industrial Design).

Business in the household electric industry in 1966 and early 1967 is reported to have moved out of the doldrums of the preceding two years. Sales of washing machines were some 10 per cent up on the early part of 1966. The turnover figure for small electrical gadgets increased from 526 million Francs in 1965 to 580 million Francs in 1966, hair dryers taking the leading place. Sales of refrigerators, food mixers and electric irons throughout 1966 did not, however, do so well. Due to the exceptionally mild winters sales of coal, electric and gas heating equipment over the last year were poor although sales of oil-heated apparatus made some progress.

The massive participation of foreign firms and the increased attendance of both the public and the trade underline the international value of this exhibition, and the Salon authorities report that a growing problem is their ability to house would-be newcomers.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail**, *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Seen at the Mentmore Manufacturing Co., Ltd.'s stand at the recent Frankfurt Fair is their export sales manager, Mr. Peter Griffin, talking to Mr. L. Edwards, the Minister (Economic) at the British Embassy in Bonn with Mr. Bayley, of the Stationers' Association, looking on.

Mr. R. A. Ray, speciality sales executive of the Newman Hender Group, is seen here with their agent in Denmark on the Scan-Technic stand at the VVS Trade Fair in Copenhagen. Newman Hender are launching their new bellows sealed valves in Scandinavia. Newman Hender and Scan-Technic have worked together to develop the Danish market for valves for 20 years.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK loans to Guyana

FOUR NEW British Government loans to Guyana have been agreed and loan agreements, in the form of exchanges of letters between the two Governments, were signed on March 20.

Details of the loans are as follows:

£250,000 which has already been committed is being provided in respect of the rice industry;

£62,500 which has already been allocated, is in support of projects within the current Guyana development programme.

An interest free loan of £49,200 is being made towards the Guyana Government's share of the compensation scheme for overseas officers.

£30,960 is being provided towards the cost of commutation of pensions of retiring overseas officers.

£428,000 grant for Gibraltar housing

A GRANT of £428,000 from Colonial Development and Welfare funds is to be made available for housing construction in Gibraltar. This will be spent on the construction of 130 flats in three blocks. Construction work for the present scheme will be undertaken by local contractors.

Rumania and Finland

IT HAS BEEN REPORTED that a four-year extension to the Rumanian-Finnish Long-Term Trade Agreement was signed in Bucharest on February 16 for the period January 1, 1967, to December 31, 1970. The basis of this new Agreement is the Trade Agreement of March 14, 1951.

Quotas will continue to be revised annually, and it is again provided that the exchange of goods should be on the basis of world market prices.

The quotas for Rumanian exports to Finland of chemical products, vehicles and machinery have been substantially increased; on the other hand, the quota for Rumania's principal export to Finland of fuel and gas oil has been slightly reduced. Quotas for Finnish exports to Rumania of machinery and equipment for the pulp, paper and wood industry and other machinery have also been increased, but there have been reductions in the quotas for paper products, in particular, paper sacks and milk powder.

The new quota lists envisage an increase of 40 per cent in trade; in 1966 Rumanian-Finnish trade amounted to about £2½ million.

Details of quotas for Rumanian exports to Finland and Finnish exports to Rumania are available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 11906/G.

Italy and Iran

THE ITALIAN Ministry of Foreign Trade announces that the trade agreement between Italy and Iran signed in Rome on January 29, 1958, has been tacitly renewed for a further year from February 9, 1967, with no change from the quotas established in 1961. The Italian text of the quotas can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450), quoting CRE 16283/G.

Algeria and East Germany

THE ALGERIAN *Journal Officiel* of February 10, 1967, announced the signing on December 21, 1966, of a trade agreement between Algeria and East Germany. It is valid for the year commencing December 21, 1966, in the first instance, and thereafter may be renewed tacitly from year to year until denounced.

Algerian exports to East Germany include petroleum, minerals, metallurgical products, tyres, fertilizers, wines, fruit and vegetables and domestic machinery. East German exports to Algeria include complete industrial installations (unspecified), machine tools, coal-mining, metallurgical and cement casting equipment, pumps, engines, fishing vessels and agricultural machinery. No quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 449/50), quoting reference CRE 19223/G.

Tunisia and Switzerland

THE TUNISIAN *Journal Officiel* of February 17-21, 1967, announced the renewal, for a further year from January 1, 1967, of the trade agreement of 1961 between Tunisia and Switzerland. Goods to be exchanged under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/2), quoting reference CRE 5719/G.

Hints to businessmen visiting Mauritius

A REVISED EDITION of the booklet on Mauritius has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4, Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

(58/67) Lightning Arresters for Cairns Regional Electricity Board. April 19. E.S.B. 12913/67.*
(55/67) Radio Terminal for Department of Civil Aviation. May 16. E.S.B. 11772/67.*
(55/67) Mine Locomotives for Melbourne and Metropolitan Board of Works. April 26. E.S.B. 11769/67.
Postmaster General's Department:
(55/67) Protective Apparatus. May 18. E.S.B. 11770/67.*
(56/67) Carrier Cable Line and Terminal Equipment. (Further Information.) Closing date postponed to April 20. E.S.B. 1908/67.*
(58/67) Radio Relay Equipment. (Further Information.) Tenders may also be lodged in London. Closing date in London 2 p.m. on May 9. E.S.B. 4505/67.*
(57/67) Transformers and Accessories for Snowy Mountains Hydro-Electric Authority. July 26. E.S.B. 12633/67.*

BRAZIL

(57/67) Telecommunications Link for Embratel. June 1. E.S.B. 12049/67.*
(56/67) Postal Sorting System for Ministry of Transport and Public Works. May 18. E.S.B. 12039/67.*

BURMA

(56/67) Fuse Cartridges for Electricity Supply Board. April 21. E.S.B. 12026/67.*
Myanma Export Import Corporation:
(56/67) Aluminium. April 18. E.S.B. 12014/67.*
(56/67) Ball and Roller Bearings. April 17. E.S.B. 12016/67.*
People's Oil Industry:
(56/67) Oxygen Cylinders. May 3. E.S.B. 12015/67.*
(56/67) Acetylene Gas Generators. April 30. E.S.B. 12023/67.*
(56/67) Tube Expander Spares. April 15. E.S.B. 12024/67.*
(56/67) Adhesive Tape. May 10. E.S.B. 12010/67.*
(56/67) Copper Wire. May 10. E.S.B. 12011/67.*
(56/67) Fire Bricks for Union of Burma Railway Board. April 26. E.S.B. 12027/67.*

CEYLON

(58/67) Cleansing Vehicles for Colombo Municipal Council. May 10. E.S.B. 12689/67.
(58/67) Paper and Board for Eastern Paper Mills Corporation. April 19. E.S.B. 12692/67.*
(59/67) Construction of Water Supply Extension for River Valleys Development Board. (Further Information.) Tender documents now available. E.S.B. 11559/67.*

COLOMBIA

(55/67) Sub-station Equipment for Central Hidroelectrica de Caldes. May 26. E.S.B. 12048/67.

CYPRUS

(58/67) Telephone Line Materials and Accessories for Cyprus Telecommunications Authority. April 26. E.S.B. 12923/67.*
(58/67) Drilling Rig for Treasury Headquarters. April 29. E.S.B. 12922/67.*

FORMOSA

Central Trust of China:
(55/67) Acetylene Hose. April 19. E.S.B. 11775/67.*
(55/67) Steel Scrap. April 18. E.S.B. 11776/67.*
(55/67) Ferro-Molybdenum. April 19. E.S.B. 11777/67.*
(55/67) Metal Alloys. April 17. E.S.B. 11778/67.*
(55/67) Cotton Molleton. April 17. E.S.B. 11780/67.*
(56/67) Fork-lift Truck Spare Parts. April 14. E.S.B. 12079/67.*
(56/67) Circuit Breakers; Diodes. April 24. E.S.B. 11774/67.*
(57/67) Telegraph Equipment. April 12. E.S.B. 12089/67.*
(57/67) Steel Pipe. April 13. E.S.B. 12094/67.*
(57/67) Valves; Pipes and Fittings. April 12. E.S.B. 12097/67.*

GUATEMALA

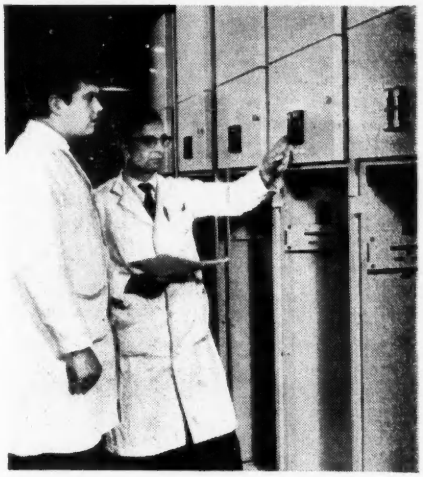
(57/67) Transmission Line Material for Instituto Nacional de Electrificacion. April 17. Tender documents (in Spanish) now available. E.S.B. 12065/67.*

ICELAND

Reykjavik Municipal Electric Works:
(58/67) Switchgear and Transformers. April 18. E.S.B. 12917/67.*
(58/67) Underground Power Cables. April 12. E.S.B. 12918/67.*
(59/67) Junction Boxes. April 20. E.S.B. 12920/67.*

INDIA

(57/67) Construction of Transmission Line for Bihar State Electricity Board. May 6. E.S.B. 12649/67.*



A £40,000 export order for electrical equipment recently placed by Tata Chemicals Company in Mithapur, India, with English Electric's Switchgear Division, Liverpool was completed in eight weeks. English Electric gave the order top priority owing to a fire which brought Tata's factory to a standstill and blacked out more than 3,000 homes in the area. Picture shows the switchboard undergoing final inspection at English Electric's Switchgear Division.

(59/67) Railway Yard Mechanization for Central Railway. May 31. E.S.B. 12972/67.
(58/67) Sawing Machine for Directorate of Supplies and Disposals. April 14. E.S.B. 12664/67.*
(58/67) Steel Strip for India Supply Mission. April 13. E.S.B. 12694/67.
Indian Telephone Industries, Ltd.:
(58/67) Trichlorethylene. April 24. E.S.B. 12915/67.*
(59/67) Copper Clad Laminated Sheets. May 22. E.S.B. 12916/67.
(59/67) Gates and Hoists for Irrigation Department, Bihar. April 20. E.S.B. 12957/67.
(59/67) Steel Storage Tanks for Madras Refineries Ltd. (Further Information.) April 17. E.S.B. 8338/67.
(58/67) Transformers and Lightning Arresters for Maharashtra State Electricity Board. April 25. E.S.B. 12935/67.
(58/67) Lightning Arresters for Mysore State Electricity Board. April 26. E.S.B. 12693/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only **£10 10s.**

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

Robert Hough

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PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

(58/67) Coal Cutting Machines for Singareni Collieries Co. Ltd. April 20. E.S.B. 12695/67.
(59/67) Transformers for Tata Electric Companies. May 15. E.S.B. 12937/67.
(59/67) Cables and Accessories for U.P. State Electricity Board. August 3. E.S.B. 12881/67.

IRAN

Iranian Tobacco Monopoly:
(57/67) Cigarette Filters. May 29. E.S.B. 12651/67.*
(57/67) Paper. May 31. E.S.B. 12652/67.*

IRAQ

(58/67) G.I. Wire for Government Oil Refineries Administration. April 15. E.S.B. 12919/67.
(57/68) Electrical Materials; Cables for Ministry of Oil. April 15. E.S.B. 11707/67.*
National Electricity Administration:
(57/67) Switchgear. April 27. E.S.B. 12653/67.
(57/67) Cable. April 16. E.S.B. 12654/67.
(57/67) Insulators. April 22. E.S.B. 12655/67.
(57/67) Hoses for Oil Planning and Construction Administration. April 15. E.S.B. 12656/67.

IRISH REPUBLIC

Kildare County Council:
(59/67) Construction of Houses. (Further Information.) Closing date postponed to April 25. E.S.B. 10215/67.
(59/67) Construction of Houses. (Further Information.) Closing date postponed to April 25. E.S.B. 10216/67.

JORDAN

(58/67) Transport of Rock Phosphate for Jordan Phosphate Mines Co. (Further Information.) Closing date postponed to April 18. E.S.B. 46155/66.*

KENYA

(59/67) Railway Rails, Sleepers, etc. for East African Railways and Harbours. April 24. E.S.B. 12944/67.

KOREA

(56/67) Radio Equipment for Office of Supply. April 12. E.S.B. 11798/67.*

LEBANON

(59/67) Construction of Roads and Bridges for Conseil Executif des Grands Projets. May 30. E.S.B. 12675/67.
(57/67) Laboratory Equipment for Université Libanaise. April 15. E.S.B. 12062/67.*

LIBYA

(56/67) Construction of Government Offices for Public Works Department. (Further Information.) Closing date postponed to May 1. E.S.B. 1874/67.

MALAYSIA

(57/67) Weather Satellite Tracking Equipment for Ministry of Transport. May 10. E.S.B. 12613/67.*
Telecommunications Department:
(57/67) Cable and Jointing Materials. April 21. E.S.B. 12672/67.*
(58/67) Wire and Accessories. April 21. E.S.B. 12671/67.*

MALTA

(57/67) Structural Steelwork for Directorate of Contracts. April 19. E.S.B. 12612/67.*

NETHERLANDS

(55/67) Construction of Road Works for Directorate of Waterways. April 14. E.S.B. 12038/67.

NEW ZEALAND

(59/67) Textiles for Auckland Hospital Board. May 8. E.S.B. 12943/67.*
General Post Office:
(55/67) Pressure Gauges. April 13. Tender documents now available. E.S.B. 11768/67.*
(57/67) Electronic Valves. April 18. E.S.B. 12609/67.*

PAKISTAN

East Pakistan Agricultural University:
(57/67) Office Machinery. April 27. E.S.B. 12623/67.
(57/67) Ceiling Tiles. April 27. ESB. 12624/67.
(57/67) Melamine Laminated Sheets. April 28. E.S.B. 12625/67.
(57/67) Marble Chips. April 29. E.S.B. 12627/67.
(58/67) Laboratory Fittings. April 28. E.S.B. 12626/67.
(57/67) Steel Plates for Pakistan Eastern Railway. April 24. ES.B. 12056/67.
(56/67) Steel Rails for Pakistan Western Railway. (Further Information.) Tender documents now available. E.S.B. 11577/67.*

The Dunlop Sports Company are carrying out an export drive in Spain concentrating on the promotion of golf products. For the second year running Mr. M. Thornhill, assistant export manager, is visiting most of the golf clubs in Spain as well as talking to most of the company's distributors in Spain and Portugal. On March 10 he began a 14-day tour of Spanish golfing centres, including Barcelona, Santander, Bilbao, Madrid and Malaga. At present there are only about 30 clubs in Spain, but the game is gaining in popularity and some four or five new ones are being built every year. Picture shows Mr. Thornhill discussing golf equipment with Mr. E. Hays, Dunlop golf manager.

SAUDI ARABIA

(56/67) Cable for Arabian Oil Company. April 19. E.S.B. 12629/67.
(56/67) Motor Cycles for Ministry of Communications. April 17. E.S.B. 12628/67.

SINGAPORE, REPUBLIC OF

(59/67) Teleprinter Paper for Directorate of Telecommunications. April 12. E.S.B. 12927/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(57/67) Laundry Machinery. April 14. E.S.B. 11714/67.
(58/67) Laundry Machinery. (Further Information.) Tender documents now available. E.S.B. 11714/67.*
State Tender Board.
(59/67) Gunmetal Ingots. April 12. E.S.B. 12931/67.*
(59/67) Diodes. April 19. E.S.B. 12941/67.*

SPAIN

(55/67) Contractors' Plant and Vehicles for Ministerio de Obras Publicas. (Pre-qualification.) June 13. E.S.B. 11747/67.*

SUDAN

(57/67) Paper for Government Printing Press. April 19. E.S.B. 12081/67.*
(57/67) Printing Machinery and Equipment for Sudan Railways, Atbara. April 20. E.S.B. 12605/67.*

THAILAND

(55/67) Aluminium Cable for Metropolitan Electricity Authority. April 19. E.S.B. 11782/67.*
(59/67) Electric Meters for the Provincial Electricity Authority. April 25. E.S.B. 12986/67.
State Railway of Thailand:
(56/67) Bogies for Passenger Carriages. June 7. E.S.B. 12054/67.
(56/67) Water Tanks. May 10. E.S.B. 12067/67.
(56/67) Caustic Soda. April 12. E.S.B 12068/67.
(56/67) Fibre Tex. April 12. E.S.B. 12069/67.
(56/67) Calcium Carbide. April 14. E.S.B. 12070/67.
(56/67) Hessian Cloth. April 14. E.S.B. 12071/67.
(56/67) Floodlight Fittings. April 19. E.S.B. 12072/67.
(56/67) Cable. April 21. E.S.B. 12073/67.
(57/67) Steel Plate. April 17. E.S.B. 12643/67.
(57/67) Steel Cabinets and Slotted Angle. April 17. E.S.B. 12644/67.
(59/67) Nuts and Bolts. April 24. E.S.B. 12979/67.
(59/67)) Rubber Sheets; Chemicals. April 19. E.S.B. 12980/67.

TURKEY

(58/67) Aircraft Refuelling Trucks for Petrol Ofisi Genel Mudurluga. April 25. E.S.B. 12667/67.*

UNITED ARAB REPUBLIC (EGYPT)

(57/67) Cable for Egyptian Railway. April 22. E.S.B. 12691/67.

URUGUAY

(57/67) Yoghourt Plant for National Co-operative of Milk Producers May 29. E.S.B. 12666/67.
(57/67) Transmitting Set for National Ports Administration. April 18. E.S.B. 12665/67.

ZAMBIA

(57/67) Construction of Roads for Ministry of Works. April 14. E.S.B. 12635/67.
(58/67) Transformers for Municipal Council of Ndola. April 14. E.S.B. 12684/67.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January 20 issue.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(57/67) Inquiry for food processing machinery; woodworking machinery; Inquiry for soap making machinery. E.S.B. 11011/67.

Australia
(59/67) Agency inquiry for cigarette cases; leather items; scissors. E.S.B. 12572/67.
(56/67) Inquiry for giftware; novelties. E.S.B. 10794/67.
(59/67) Manufacture under licence in Britain – refrigerated milk tanks. E.S.B. 12152/67.

Austria
(59/67) Agency inquiry for linings and inter-linings; textile machinery; worsted piece-goods. E.S.B. 12813/67.

Bahamas
(56/67) Inquiry for aluminium wire. E.S.B. 12369/67.

Barbados
(59/67) Agency inquiry for electric bulbs; electric fans; toys. E.S.B. 12521/67.

Bulgaria
(57/67) Inquiry for sheet glass production plant. E.S.B. 12364/67.
(57/67) British Engineering Days in Sofia. E.S.B. 40881/66.

Canada
(58/67) Agency inquiry for glass; plastic extrusions for window frames; machinery for making extrusions for windows; window hardware. E.S.B. 12324/67.

Cayman Islands
(56/67) Inquiry for carpets. E.S.B. 12280/67.

Cuba
(56/67) Inquiry for water works plant and equipment. E.S.B. 11992/67.

Cyprus
(57/67) Inquiry for interior designer. E.S.B. 12182/67.

Finland
(59/67) Agency inquiry for fabrics; linings; suitings. E.S.B. 12573/67.

France
(56/67) Agency inquiry for brass items; glassware; goldsmith's articles. E.S.B. 11882/67.
(58/67) Agency inquiry for linen. E.S.B. 11085/67.
(58/67) Agency inquiry for plasterboard; tiles. E.S.B. 12302/67.
(58/67) Agency inquiry for yarns. E.S.B. 10373/67.
(59/67) Agency inquiry for camping equipment; sports goods; toys. E.S.B. 12464/67.
(57/67) Experimental new method for customs clearance of imports by parcel post. C.R.E. 1859/6/G.

Germany, Federal Republic of
(56/67) Inquiry for staplers. E.S.B. 12235/67.
(59/67) Inquiry for foodstuffs. E.S.B. 13253/67.

Greece
(57/67) Agency inquiry for elastic braid machines, elastic fabric looms; hosiery knitting machines; worsted and woollen fabrics; yarns. E.S.B. 9284/67.
(58/67) Agency inquiry for batteries. E.S.B. 9247/67
(58/67) Inquiry for steel strip and bars. E.S.B. 39111/66.
(58/67) Agency inquiry for chamois leathers; television sets. E.S.B. 12110/67.

†**For further details on the 'Export Services Bulletin' see page 833.**

Guatemala
(58/67) Inquiry for ice cream cone-making machinery. E.S.B. 12485/67.

Guyana
(57/67) Agency inquiry for glass. E.S.B. 11229/67.

Iran
(59/67) Agency inquiry for chemicals; hospital equipment; medical corsets; scales; support stockings; surgical instruments. E.S.B. 12858/67.

Iraq
(58/67) Agency inquiry for woollen materials; printed piece-goods. E.S.B. 5031/67.
(58/67) Inquiry for camp beds; sleeping bags; tents. E.S.B. 11405/67.

Irish Republic
(59/67) Inquiry for chairs. E.S.B. 12289/67.

Israel
(56/67) Agency inquiry for confectionery. E.S.B. 14469/66.
(58/67) Agency inquiry for hairpins; toiletries. E.S.B. 12201/67.

Italy
(58/67) Agency inquiry for air conditioners. E.S.B 12345/67.
(58/67) Agency inquiry for electrodes. E.S.B. 12217/67.
(58/67) Inquiry for kaolin; rubber; titanium dioxide. E.S.B. 12774/67.
(58/67) Inquiry for woollen cloth. E.S.B. 47235/66.

Italy/Pakistan
(57/67) Trade Agreement. C.R.E. 5132/G.

Jamaica
(57/67) Inquiry for flower-making moulds and materials; plastic moulding machine; plastic raw materials; plastic bottle-making moulds. E.S.B. 12411/67.

Kenya
(56/67) Agency inquiry for building equipment and materials; food products; vehicle spare parts and accessories. E.S.B. 12277/67.
(56/67) Agency inquiry for railway equipment. E.S.B. 11465/67.

Malta
(58/67) Agency inquiry for underwear. E.S.B. 8769/67.
(58/67) Market report on tyres. E.S.B. 1002/67.

Morocco/Hungary
(57/67) Trade Agreement. C.R.E. 8300/G.

Morocco/USSR
(59/67) Trade Agreement. C.R.E. 5862/G.

Nigeria
(58/67) Agency inquiry for stationery and stationery supplies. E.S.B. 11840/67.
(59/67) Inquiry for box making plant and equipment. E.S.B 12824/67.

Norway
(55/67) Agency inquiry for stationery items. E.S.B. 12101/67
(58/67) Agency inquiry for dresses; knitwear. E.S.B. 11096/67.

Pakistan
(56/67) Agency inquiry for chemicals; dyes; pigments; tanning substances. E.S.B. 12205/67.
(59/67) Agency inquiry for acoustic tiles and equipment; machine tools; mining equipment; mobile cranes. E.S.B. 12460/67.
(55/67) Inquiry for iron and steel products. E.S.B. 11660/67.
(55/67) Inquiry for steel products. E.S.B. 11931/67.
(56/67) Inquiry for steel strips. E.S.B. 11950/67.
(58/67) Inquiry for bitumen; glass; putty; roofing felt. E.S.B. 12279/67.
(58/67) Inquiry for bleaching earth; nickel catalyst; vitamins. E.S.B. 12103/67.
(58/67) Inquiry for steel strips. E.S.B. 12529/67.

Poland
(56/67) Inquiry for medical and surgical equipment. E.S.B. 11654/67.

Saudi Arabia
(57/67) Inquiry for beauty appliances; cosmetics. E.S.B. 12467/67.
(57/67) Inquiry for generating sets. E.S.B. 6951/67.
(58/67) Inquiry for calcium carbide; generators; welding equipment. E.S.B. 12496/67.
(58/67) Inquiry for fur coats; children's clothing; hosiery; men's and women's outerwear. E.S.B. 12525/67.
(59/67) Inquiry for babies' diapers; cosmetics; toiletries. E.S.B. 12466/67

The Westerly 28 undergoing trials in the Solent. This yacht, made by Westerly Marine Construction Ltd., Waterlooville, Hants., has been designed for the American market. It has a length overall of 28 ft. 3 in.

Senegal
(58/67) Inquiry for knitting machinery. E.S.B. 8904/67.

South Africa
(56/67) Agency inquiry for natural and synthetic textiles. E.S.B. 11450/67.
(58/67) Inquiry for ships' machinery and equipment. E.S.B. 11274/67.

Spain
(56/67) Inquiry for steel. E.S.B. 10420/67.
(58/67) Inquiry for machine tools. E.S.B. 555/67.
(58/67) Inquiry for stationery items. E.S.B. 12718/67.

Sudan
(58/67) Inquiry for biscuits; confectionery-making machines; dental creams; packing machines; paper-making machinery; printing machinery; toothpaste. E.S.B. 12522/67.
(59/67) Inquiry for mirror manufacturing raw materials and machinery; piping raw materials and machinery. E.S.B. 12726/67.

Sweden
(57/67) Agency inquiry for piece-goods. E.S.B. 12327/67.
(56/67) Inquiry for recording tapes. E.S.B. 4274/67.

Switzerland
(58/67) Agency inquiry for abrasive discs. E.S.B. 11867/67.
(59/67) Agency inquiry for sound reproduction equipment. E.S.B. 12856/67.
(56/67) Inquiry for towelling. E.S.B. 12372/67.
(58/67) Inquiry for brushes; cleaning materials; kitchen utensils; polishes. E.S.B. 12818/67.

Syrian Arab Republic
(56/67) Agency inquiry for can-openers; cleaning materials; paper serviettes; powdered milk. E.S.B. 11648/67.

Thailand
(57/67) Inquiry for power rammers. E.S.B. 12449/67.

Tunisia
(57/67) Inquiry for hospital apparatus and instruments. E.S.B. 11311/67.

United States
(56/67) Inquiry for antiques; ceramics; furniture; kitchenware. E.S.B. 11910/67.
(56/67) Inquiry for fence posts. E.S.B. 12382/67.
(56/67) Inquiry for forgings. E.S.B. 45536/66.
(56/67) Inquiry for valves. E.S.B. 49399/66.
(57/67) Inquiry for assembly facilities; warehousing and packaging facilities. E.S.B. 7633/67.
(57/67) Inquiry for equipment and accessories for artificial kidney machines. E.S.B. 11669/67.
(57/67) Inquiry for riding equipment. E.S.B. 11879/67.
(58/67) Inquiry for magnets and magnetic rods. E.S.B. 12478/67.
(58/67) Inquiry for scientific glass. E.S.B. 12763/67.

Yugoslavia
(55/67) Agency inquiry for dynamo plates; liquid rubber; polyvinyl acetate; steel sheet; tinplate. E.S.B. 7779/67.
(56/67) Agency inquiry for agricultural equipment; chemical equipment; contractors equipment; cranes; dyes; fertilizers; mining machinery; pigments; vehicles. E.S.B. 11277/67.
(56/67) Agency inquiry for airport electrical equipment; catering equipment; food processing and wrapping machinery; marine paints; pharmaceuticals; printing inks; textiles; tractors. E.S.B. 10097/67.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Global quota for fresh strawberries

THE FRENCH *Journal Officiel* of March 17 announced the opening of a quota for fresh strawberries (Tariff No. 08.08 A ex II) from all countries except member countries of the EEC.

Applications on Form AC may be sent until April 25, 1967, to the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, where they will be examined as and when they are received. The fruit must conform to quality standards 'Extra' and 'I' and applications must be in respect of one country of origin and one country of consignment.

Application for licences for the import of strawberries originating in and imported from South Africa, Brazil, Cuba or Israel, should be submitted in accordance with the terms of the notice relating particularly to each country.

The full French text of this notice may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Global quotas for imports

THE FRENCH *Journal Officiel* of March 9 announced the opening for the first half of 1967 of the following quotas for the import of goods from all countries outside the Franc Zone.

Applications for import licences, on form AC, should be made to the Direction Générale des Douanes et Droits Indirects (Division des Autorisations Commerciales), 8 rue de la Tour-des-Dames, Paris, 9e.

Applications to import goods in the following lists which, when imported from Britain, are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

1. Products to be imported by Associations or similar organizations:

Code No.	Tariff No.	Product and Importing Association
50	Ex 12-01, ex 15-07	Edible fats and oils – SIOFA, 174 avenue Victor Hugo, Paris, 16e
505	12-01 F 11, 15-07 ex B	Linseed oil and seed – SILIN, 174 avenue Victor Hugo, Paris, 16e
770	48-01 A and E I	Newsprint and paper for periodicals – Société Professionelle des Papiers de Presse, 8 rue Yvon-Villarceau, Paris, 16e

2. Products to be imported under licences for which applications are examined as and when received:

Quota No.	Tariff No.	Product
026	02-01 ex B (1)	Offal and guts for organo-therapeutic uses
0261	02-01 ex B (2)	Offal other than of domestic porcine and bovine species
DA	Miscellaneous (3)	Various agricultural products with the exception of those imported under the minimum price regime
25	28-50 A I a, 73-02 I, J III, 78-01, 79-01, 81-03 ex A, 81-04 F I, M, N I, P I	Ferro-alloys, metals and scrap of non-ferrous metals
SMC	Miscellaneous (3)	Various products imported under the authority of the Services Métaux, Minerais et Matériaux de Construction de la Direction des Mines
31	Ex 73-01	Charcoal iron
463	85-21 C, 85-21 E I	Semi-conductors and parts of semi-conductors
DME	Miscellaneous (3)	Various mechanical and electrical equipment
47	Miscellaneous (3)	Various aeronautical equipment
48	Ex 89-01 B, ex 89-02	Sea-going vessels (including pleasure and sports boats) and tugs
5002	12-01 ex A	Edible ground-nuts
5007	15-07 B II, ex C	Chaulmoogra oil
5031	12-01 ex D	Soya beans for industrial use
50 bis	12-01 ex G, and ex chap. 15	Various oleaginous seeds and fruits for non-alimentary use and various fatty substances other than those imported under the authority of SIOFA
5132	12-01 ex G, 12-07 H, K	Plants for medicinal use and mustard seed for pharmaceutical use
5146	05-14	Various raw materials of animal origin for pharmaceutical use
51	Miscellaneous (3)	Sundry raw materials and miscellaneous products for the chemical industry
53	Miscellaneous (3)	Raw materials for antibiotics, cortisone and miscellaneous steroids
535	Miscellaneous (3)	Other raw materials for pharmaceutical use
539	38-16, 38-19 Q IV i, j	Various culture and reactive media
5397	38-07 A	Spirits of turpentine
5398	38-08 ex A	Colophony
54	Miscellaneous (3)	Miscellaneous parachemical products
56	Ex Chap. 70	Miscellaneous glass manufactures
DIDT	Miscellaneous (3)	Various products under the authority of Direction des Industries Diverses et des Textiles

(1) The goods admitted under this heading must be used for organo-therapeutic purposes within a period of one year and are subject to the conditions laid down in an order of June 21, 1963.

(2) Imports of the products listed under 02-61 are reserved for importers who have contracts with FORMA.

(3) Importers must show on their licence the customs tariff numbers of the goods. For quota DA they shall be aware of the dispositions of the notice of January 26, 1963, which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of March 9 announced the opening of quotas for 1967 for the import from all countries of the petroleum products listed below:

Code No.	Tariff No.	Product
210	27-09 A	Crude petroleum oils
220	27-10 A III b	Aviation spirit
222	38-19 E, 27-10 A II	Mixed alkylenes and light oils destined to be chemically processed
225	27-10 C III, 34-03 A	Lubricants
225 bis	38-14 B I a, Miscellaneous (1)	Anti-knock preparations for lubricants containing petroleum or shale oils. Petroleum raw materials for their manufactures
227	Ex 27-13 B, 34-04	Mineral waxes
227 bis	Ex 27-13 B	Paraffin residues (gatsch or slack wax)
DICA (1)	Miscellaneous (1)	Miscellaneous

(1) Importers must show on their applications for import licences the tariff numbers of the goods to be imported.

Requests for import licences should be addressed to the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, where they will be examined as and when they are received.

Importers must show on their licence applications, apart from the tariff number and description, the customs statistical code number.

Applications for import licences already lodged and on which no decision has been made by March 19 will be considered to be void.

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 5757, Ext. 479/480.)

Amendment to notice on imports of goods from Britain under negotiated quotas

THE *Board of Trade Journal* of March 17, page 735, published a list of quotas for imports into Metropolitan France which included Quota No. 4, Hothouse and greenhouse plants. The French authorities have now stated that licence applications for this quota and all quotas in Section II of the notice should be submitted to the Direction Générale des Douanes et Droits Indirects, Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, where they will be examined as and when they are received.

Global quotas for molasses

THE FRENCH *Journal Officiel* of March 18 announced the opening of a quota for the import of molasses (Tariff No. 17.03) originating in and imported from all countries.

Requests for import licences on Form AC, in duplicate and accompanied by two copies of a pro-forma invoice from the foreign buyer, must be in respect of only one country of origin and consignment and sent to the Direction Generale de Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e from March 18, where they will be examined as and when received.

Licences will be valid until September 15, 1967 (clearance date) and import documents will be stamped accordingly. No application for licences over 5,000 metric tons will be accepted.

ITALY

Duty-reduced quotas for seed potatoes

THE ITALIAN MINISTER of Foreign Trade has announced the extension from April 30 until June 30, 1967, of the quota of 11,000 tons of seed potatoes at a reduced duty of 6 per cent (not 3 per cent as announced in the *Board of Trade Journal* of December 2, 1966). For the calendar year 1967 a quota of 7,000 tons at a reduced rate of 4 per cent, for the Kennebec and Majestic varieties only, has also been established.

SPAIN

Customs tariff

THE FOLLOWING amendment should be made to the list of modifications to the Spanish customs tariff published in the *Board of Trade Journal* of March 17, page 741:

Tariff heading	Description	Definitive Duty	Transitory Duty
28-40 A 1	Lead phosphites	30%	24%

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

INSTANT EXPORT

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FINLAND

1967 global quotas

THE FINNISH AUTHORITIES have issued the following detailed list of global quotas for 1967. An advanced quota list was published on page 225 of the *Board of Trade Journal* of January 27.

Quota No.	Customs Tariff No.	Commodity	Thousand Finnmarks
1		*Salmon*	900
	03.01.010 210 591 791	Also cleaned or in pieces or filleted, fresh, chilled or frozen.	
	03.02.030/060	Salted, in brine, dried or smoked.	
3		*Fish, other*	1,500
	03.01.040/152 200 240/352 400	Also cleaned or in pieces, fresh, chilled or frozen: excluding clupeidae, other than Baltic herring and sprat, and filleted fish.	
	03.02.100/201	Cod, wetsalted, Baltic herring, salted or in brine.	
4		*Dried vegetables, meat extracts, etc.*	1,550
	04.02.401/409	Milk and cream, dried.	
	07.04.009	Vegetables, dried, dehydrated or evaporated, whole, cut, sliced, broken or in powder, but not further prepared (other than garlic).	
	16.03	Meat extracts and meat juices.	
	ex 17.02.100 701	Grape sugar and glucose. Syrups and other sugar solutions.	
7 a		*Sweets and chocolate*	2,600
	17.04.190/908	Sugar confectionery, not containing cocoa, other than 'fondant', pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80% or more by weight.	
	18.06	Chocolate and other food preparations containing cocoa.	
7 b		*Soups; sauces; vegetable and fruit products, etc.*	4,500
	07.01.301	Garlic.	
	07.04.001	Garlic.	
	ex 15.07.640	Technical olive oil.	
	20.06.902	Nuts.	
	21.03.200	Prepared mustard.	
	21.04/05	Sauces, mixed condiments and mixed seasonings; soups and broths, in liquid, solid or powder form.	
	21.06.300	Prepared baking powders.	
	21.07.029/039	Food preparations not elsewhere specified or included; ice cream, not containing fat, ice cream powder and pudding powder.	
	053	Fat emulsions and similar preparations of a kind used for the manufacture of bakers' products, containing at least 10% but less than 20% by weight of fat, other than those for use as raw materials in the bakery industry.	
	059	Fat emulsions and similar preparations, as in sub-heading No. 053 above, but containing less than 10% by weight of fat, other than those for use as raw materials in the bakery industry.	
	070	Tahine, for use as raw material in the sweetmeats industry.	
	081	Products for use as raw materials in the foodstuffs industry, containing, as a basic constituent, fat, milk or eggs at least 20% by weight.	
	ex 090	Other, excluding artificial sweetening substances.	
8		*Other food preparations*	2,000
	19.04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches.	
	20.01.106	Tomatoes in hermetically sealed containers.	
	306	Tomatoes in other packings.	
	20.02.139	Other tomato puree in hermetically sealed containers.	
	230	Tomato puree in other packings.	
	296	Other tomato preparations than tomato puree, not in hermetically sealed containers.	
	20.07.100/501	Fruit juices (including grape must) and tomato juice whether or not containing added sugar, but unfermented and not containing spirit.	
	21.07.021	Food preparations not elsewhere specified or included: ice cream containing fat.	
	040/051	Sweetfat; fat emulsions and similar preparations, of a kind used for the manufacture of bakers' products, containing not less than 20% by weight of fat.	
	060	Coffee pastes, cooked ravioli, macaroni, spaghetti and similar preparations.	
10		*Fruit*	65,000
	08.01.211	Fresh bananas, not cut.	
	250	Dried bananas.	
	300	Pineapples.	
	08.02	Citrus fruit, fresh or dried.	
	08.04	Grapes, fresh or dried.	
	08.06/10	Apples, pears and quinces, fresh; stone fruit, fresh; berries, fresh; other fruit, fresh; fruit (whether or not cooked), preserved by freezing, not containing added sugar.	
	08.11.010/090	Fruit provisionally preserved (for example, by sulphur dioxide gas, in brine, in sulphur water or in other preservative solutions), but unsuitable in that state for immediate consumption; excluding pulped apples.	
11		*Starches and gluten; inulin*	600
	11.08.100/300 901/909	Maize, wheat and rice starch. Other starch (than above), excluding potato starch, and inulin.	
	11.09	Gluten and gluten flour, roasted or not.	

Quota No.	Customs Tariff No.	Commodity	Thousand Finnmarks
		Vegetable oils	300
12	15.07.010/040	Linseed oil, bleached or unbleached, soya-bean oil (crude).	
	370	Colza, rape and turnip oils (crude).	
	540	Soya-bean oil (refined or purified).	
	870	Colza, rape and turnip oils (refined or purified).	
		Mineral tar, coal tar distillation products; solvent gasoline and solvent petrol	1,500
18	27.06	Tar distilled from coal, from lignite or from peat, and other mineral tars, including partially distilled tars and blends of pitch with creosote oils or with other coal tar distillation products.	
	27.07.100	Crude benzene.	
	300/900	Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter; excluding crude phenol and crude cresol.	
	27.10.204	Petroleum spirit for industry.	
	299/300	Gasolines, excluding aviation spirit and motor spirit; white spirit.	
		Aviation spirit and power kerosene	5,500
19	27.10.210	Aviation spirit.	
	491	Aviation kerosene.	
		Bitumen	2,000
20	27.14/15	Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils obtained from bituminous minerals; bitumen and asphalt, natural; bituminous shale, asphaltic rock and tar sands.	
		Woven fabrics; knitted goods	52,200
31	53.11.006/009	Woven fabrics of sheep's or lambs' wool or of fine animal hair, except those containing natural silk and/or man-made fibres falling within heading No. 51.01 together more than 5% by weight.	
	54.05	Woven fabrics of flax or of ramie.	
	ex 56.07.051/099	Woven fabrics of man-made fibres (discontinuous or waste), containing sheep's wool, other fine animal hair or man-made fibres imitating sheep's wool, but not containing natural silk or man-made fibres falling within heading No. 51.01 (except cord fabrics, and fabrics weighing more than 300 grams per sq. metre, for the industrial manufacture of machinery belts or belting or of gaskets and joints and tarpaulin fabrics).	
	58.04	Woven pile fabrics and chenille fabrics.	
	ex 60.01	Knitted or crocheted fabric, not elastic or rubberized, other than raschel fabrics.	
	60.06.010	Knitted or crocheted fabric in the piece, elastic or rubberized.	
		Clothes; underwear and clothing accessories; gloves; made-up textile articles	42,000
38	60.02	Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberized.	
	60.04/05	Under garments, knitted or crocheted, not elastic nor rubberized; outer garments and other articles, knitted or crocheted, not elastic nor rubberized.	
	60.06.020/090	Articles of knitted or crocheted fabrics, elastic or rubberized (including elastic knee-caps and elastic stockings).	
	61.01/05	Men's and boys' outer garments; women's, girls' and infants' outer garments; men's and boys' under garments, including collars, shirt fronts and cuffs; women's, girls' and infants' under garments; handkerchiefs.	
	61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic.	
	ex 62.01/02	Travelling rugs and blankets; bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles; containing wool or other fine animal hair, sold by metre, and made-up articles.	
		Footwear	14,000
40	64.01/02	Footwear with outer soles and uppers of rubber or of artificial plastic material; footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01 above) with outer soles of rubber or artificial plastic material.	
		Articles for household use	7,700
43	69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china.	
	70.13.101/509	Glassware (other than articles falling within heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses (excluding heat-proof, fire-proof or shock-proof glassware for table and kitchen).	
	73.38.110/490	Articles of a kind commonly used for domestic purposes, and parts of such articles of iron or steel.	
	82.09.101/109	Table knives.	
	ex 82.14	Spoons, forks, fish-eaters, butter-knives, ladles, and similar kitchen or tableware, excluding kitchen forks.	
		Unwrought silver, gold and platinum	650
45	71.05.100	Silver, unwrought.	
	ex 900	Semi-manufactured silver, including gilt or platinum-plated silver, other than silver foil and silver-bronze.	
	71.07.102/108	Gold, unwrought.	
	ex 900	Semi-manufactured gold, including platinum-plated gold, other than gold foil and gold-bronze.	
	71.09	Platinum and other metals of the platinum group, unwrought or semi-manufactured.	
	71.11	Goldsmiths', silversmiths' and jewellers' sweepings, residues, lemels and other waste and scrap, of precious metal.	
		Passenger cars	140,000
61	87.02.051/052	Passenger cars imported in parts for the assembling industry.	
	071	Passenger cars, other than those operated by internal combustion engines.	
	112/148	Passenger cars, other.	
	ex 87.04.201/209	Chassis fitted with engines, for passenger cars, except those intended for service spare parts.	
	ex 87.05.100	Bodies, including cabs, for passenger cars, except those intended for service spare parts.	
		Lorries, parcel delivery vans and special automobiles	26,000
62	87.02.058/059	Automobiles, other than passenger cars, imported in parts for the assembling industry.	
	072/073	Automobiles, other than passenger cars, except those operated by internal combustion engines.	
	210/409	Buses, lorries, parcel delivery vans and other automobiles.	
	87.03	Special purpose motor lorries and vans (such as break-down lorries, fire-engines, fire escapes, road sweeper lorries, snowploughs, spraying lorries, crane lorries, searchlight lorries, mobile workshops and mobile radiological units), but not including the motor vehicles of heading No. 87.02.	
		Parts and spare parts; accessories for the industry	2,000
66	ex 87.06.299	Parts and accessories for automobiles (other than those for the industrial manufacture of chassis for lorries, buses or trailers), excluding wheels fitted with rubber tyres and new parts and accessories for service purposes.	
		Toys and games	10,000
69	97.02	Dolls.	
	97.03.100/900	Other toys; working models of a kind used for recreational purposes; excluding construction sets, etc., for useful part-time occupations of young people and miniature engines and other driving mechanisms.	
	97.04	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintables and table-tennis requisites).	
		Total value of the global quota programme	382,500

SWEDISH HARDWARE BUYERS

Buyers from two of Sweden's leading hardware concerns being shown over one of the export production lines at the Derby lawn-mower factory of the Qualcast Group recently. Photograph shows, left to right: Mr. D. H. Darby, Export Sales Department, Qualcast Limited, Lawn Mower Division; Mr. R. Eriksson, hardware buyer, Swedish Co-operative; Mr. N. Egrelius, garden machinery buyer, Monark-Crescentbologen AB. The buyers were on a two-day visit to see models designed specially for the Swedish market.

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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import lists published in the *Board of Trade Journal* on January 27, 1967 (pages 228-238) and February 3, 1967 (pages 298-303).

Global import quotas

Page No.	Quota Serial No.	Tariff Statis. No.	
231	125	40.02	Delete the words 'oil seals'
238	442	Miscell.	A supplementary Importers' Quota of $100,000 is transferred to this item from Quota Serial No. 445.
			NEW QUOTA
	459	15.07.31	Importers' quota of $1,000. Subject to permission of the Ministry of Commerce.
237	393	Miscell.	The Turkish Ministry of Industry has published in the Turkish *Official Gazette* of March 3, 1967, a list of items which can be imported for the requirements of refrigerator production of the local assembly industry. A translation of this list may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462.)

Liberalization lists

Page No.	Tariff Statis. No.	
		LIST I
298	28.03	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
298	28.19.10	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
298	28.40	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
298	29.16	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
298	29.35	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
299	40.01.20 40.01.20 40.01.20	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
299	40.02	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
299	73.15	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
299	76.04	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
299	84.19	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
300	90.17	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
298	29.39	Delete the words in Remarks column: 'Subject to permission of the Ministry of Health'
299	39.01	Delete the words in Remarks column: 'Subject to permission of the Ministry of Health'
299	38.19	First item under this number: Add in Remarks column: 'Subject to permission of the Ministry of Agriculture'
298	32.05.21 22 29	In Remarks column, delete the words 'Ministry of Industry' and substitute 'Union of Chambers of Turkey'
		LIST II
301	76.01.10	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	84.06.90	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	84.38	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	84.44	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	84.48	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	84.62	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	84.63	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
302	85.08	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
303	87.06	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
303	90.28	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
303	90.29	Delete the words in Remarks column: 'Subject to permission of the Ministry of Industry'
300	29.04	Delete the words in Remarks column: 'Subject to permission of the Ministry of Health'
301	29.14	Delete the words in Remarks column: 'Subject to permission of the Ministry of Health'
302	84.23	Delete the words in Remarks column: 'Subject to permission of the Ministry of Public Works'

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

A scene from Algerian Pipeline, *a 29-minute film about a 500-mile oil pipeline from the sea to the Sahara, which cost £25 million and took 18 months to build by Constructors John Brown. The film is on free loan from Sound Services (Film Library), Wilton Crescent, London, S.W.19.*

LEBANON

Intra Bank

THE RECENTLY appointed Administrative Committee of the Intra Bank has issued a notice in the Beirut press informing the public that all creditors of the Bank (other than depositors) should register their claims before May 15, 1967 with the Bank's legal department in Abdul Aziz Street, Beirut. Applications should be accompanied by legal documents proving the claim.

Applications made before January 16, 1967 must be re-registered. Any received after May 15, 1967 will be considered null and void.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221) quoting reference CRE 3104/G.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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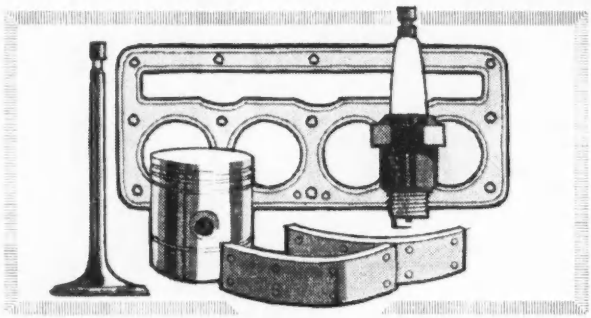

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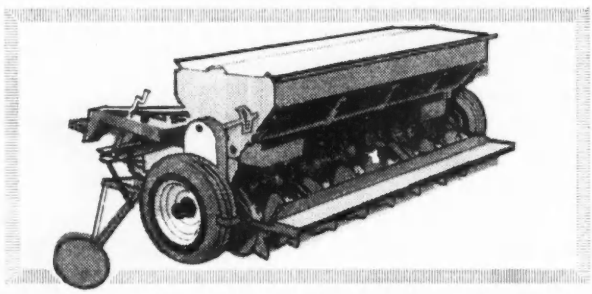
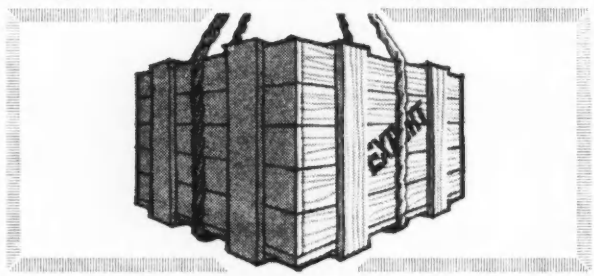


...agricultural machinery in Angola



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ZAMBIA

Import licensing

A BOARD OF TRADE JOURNAL Notice which appeared on February 10 (page 390) contained a list of items, the import of which would with effect from January 20, 1967, only be licensed via Dar es Salaam. (The principal items on this list were tobacco products, clothing, footwear and cutlery.) The Zambian authorities have now announced that with effect from April 30, 1967 the importation of all items on this list by parcel post will be banned. The Post Office authorities in the United Kingdom will shortly be notifying Post Offices of this ban. United Kingdom exporters using parcel post for these items are advised to despatch what they can well before April 30, 1967.

All items on the list may continue to be imported into Zambia by air freight, the cost of which in many cases is only marginally higher than parcel post. United Kingdom exporters are advised to investigate air freight as a normal route for these items to cut down on the long delays now being experienced on surface routes to Zambia.

The Zambian Ministry of Commerce has also announced the deletion from the list of the following items.

Tariff Item No. 132 Perambulators and Baby Carts.
Tariff Item No. 298 Band Instruments and Stands.

(This is in addition to tariff item 260 (Rubber tyres and tubes) and tariff item 261 (Rubber tyres solid) which were deleted from the list previously – see *Board of Trade Journal*, of March 3.)

MALAWI

The Control of Goods (Importation of Soap) Order, 1967

THE Malawi Minister of Trade and Industry published the Control of Goods (Importation of Soap) Order, 1967, as Government Notice No. 64 on February 6. This order revokes the Control of Goods (Importation of Soap) Order, 1958, and stipulates the minimum fatty acids content and the maximum sodium hydroxide content of:

(a) Soap in the form of bars, tablets, flakes or chips for household laundry or toilet purposes;
(b) Liquid soap, and
(c) Soft soap

that can be imported into Malawi.

Full details relating to the above order may be obtained from Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 469).

KENYA

Import duty on some bottles and jars

LEGAL NOTICE No. 44 published in the Kenya Official Gazette Supplement dated February 24, announces with effect from February 16 that the following category of empty bottles and jars is now subjected to 30 per cent suspended duty on importation into Kenya:

Dark green glass wine bottles with push-up bottoms.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

Import licensing regulations

LEGAL NOTICE No. 51 published in the Kenya Official Gazette Supplement dated February 24, announces with effect from February 22, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1967, which amends the Imports,

Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended as follows:

Item No.	Description
Delete the following items:	
653 5 1 653 5 3 653 5 4 653 5 5 653 5 9	Nylon taffeta or *crepe*, dyed or printed.
Insert therein the following new items:	
653 5 1 653 5 2 653 5 3 653 5 4 653 5 5 653 5 9	All nylon piece-goods including nylon taffeta, nylon *crepe*, nylon satin, nylon *crepon*, nylon fancy crepe, *crepe de Chine*, nylon made-up sarees and tetoron filament shantung.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

AUSTRALIA

Special advisory authority inquiry

A NOTICE was published in the *Board of Trade Journal* of March 24 to the effect that the Australian Minister for Trade and Industry had referred to the Special Advisory Authority for inquiry and report the question whether urgent protective action was necessary in connection with the import of, amongst other things, tyre cord and tyre cord fabrics.

Certain issues of that edition of the *Board of Trade Journal* recorded the appropriate tariff item numbers for the goods under reference as being 51.04.21 and 51.04.29 of the Australian Customs Tariff. The latter tariff item should, in fact, be amended to read 59.04.29.

Suspension of temporary duties

IN THE *Board of Trade Journal* dated August 26, 1966 (pages 550 and 551), details were given of the temporary duties which had been imposed on certain polyvinyl chloride coated or supported fabrics.

In a recent statement made by the Australian Minister for Trade and Industry it was announced that following arrangements reached with the Japanese authorities, the imposition of temporary duties on polyvinyl chloride coated or supported fabrics were suspended with effect from March 1, 1967.

The statement said that Japan was the principal source of imports of polyvinyl chloride coated or supported fabrics for the Australian market. The Japanese Government had now offered to restrict the export of polyvinyl chloride coated or supported fabrics to an annual quantity of 1¼ million square yards spread as evenly as possible throughout the 12 months commencing March 1, 1967, and the Australian Government had accepted this offer. A condition of the arrangement between the two Governments was that should imports of coated fabrics from any third country start to arrive in Australia at any time in disruptive quantities, the temporary duties would be reintroduced.

Following from this statement, the Australian Department of Customs and Excise has made arrangements for the polyvinyl chloride coated or supported fabrics to be admitted under by-law tariff items 39.02.452 and 59.08.111 at the rates of duty prevailing before the operation of the temporary duties, i.e., 40 per cent General; 25 per cent Preferential.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 638 and 797/66.

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Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

Period by-laws

The following goods will be admitted under by-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Synthetic organic pigment dyestuffs as specified, and preparations based thereon: C.I. Pigment Red 11, 31, 37, 38, 44 and 45 that are entered for home consumption on or before June 30, 1967	32.05	Free
Colour lakes as specified, and preparations based thereon: C.I. Pigment Red 11, 31, 37, 38, 44 and 45 that are entered for home consumption on or before June 30, 1967	32.06	Free
Pigment preparations based on the following pigments: C.I. Pigment Red 11, 31, 37, 38, 44 and 45 that are entered for home consumption on or before June 30, 1967	32.09	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Beads, unstrung, glass, of a kind used in imitation jewellery	70.19	5%
Beads, unstrung, brass, of a kind used in imitation jewellery	83.10	5%
Note: For the purposes of these by-laws beads may be threaded on to strings for carrying purposes only and still be regarded as unstrung.		
Re-seating appliances, valve, being essentially a steam valve tool and not a motor engine tool	82.04	Free
Note: Re-seating appliances for the milling of the seats of the common household tap, being tools of a kind used by plumbers and also the general public are not covered by this reference.		
Electrodes, electric arc welding, with flux covering, but not including: electrodes composed basically of chromium, cobalt and tungsten; or electrodes containing more than 10 per cent by weight of iron or steel, calculated by reference to the weight of the electrode excluding the flux covering	83.15	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics as follows: Woven in widths of 20 inches or less for use in the manufacture of sails for yachts and other sailing vessels, under security. The by-law still applies to these goods provided they are in direct transit to Australia on March 2, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on March 2, 1967, and are entered for home consumption on or before March 31, 1967	55.09.4 56.07.99	Various
Hoop and strip, to which paragraph 73.12.19 otherwise applies, but not including galvanized hoop and strip. The by-law still applies to these goods provided they are in direct transit to Australia on February 23, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on February 23, 1967, and are entered for home consumption on or before March 24, 1967	73.12.190	10%

Tariff Board inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **glazed ceramic wall tiles** in sizes equivalent to or exceeding 5 inches by 2 inches tariff item 69.08.900 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the

importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than April 17.**

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 817/67.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry in the interests of

(i) achieving the economic and efficient development of the industries producing and using man-made fibre yarns; and

(ii) avoiding the disruption caused by undue fluctuations in conditions of supply from overseas;

has referred to the Tariff Board for inquiry and report the questions whether assistance should be accorded the production in Australia of

(i) **man-made fibres, viz, staple, tow and waste;**

(ii) **yarn, wholly or in chief part by weight of man-made fibres** but not including chenille yarn, glaped yarn falling within paragraph 58.07.21 and yarn containing not less than 20 per cent by weight of wool; and

(iii) **tyre cord and tyre cord fabric**

and, if so found, the nature and extent of such assistance; and

(i) if the Board's findings are for assistance through the Customs Tariff, then what rates of duty should be provided for in respect of the goods concerned;

(ii) what rates of duty should be provided for in the Customs Tariff in respect of imports of yarns in chief part by weight of man-made fibres and containing cotton in relation to the protection afforded the production in Australia of yarn wholly or in chief part by weight of cotton.

This reference is of Department origin.

Details of the tariff items covered by this reference will be published as soon as they become available.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In this instance notification should be given to the Australian authorities **not later than April 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 818/67.

UNITED STATES

Typeface projection devices tariff classification

THE United States Bureau of Customs are reviewing the existing practice of classifying typeface projection devices under the provision for Linotype and typesetting machines in tariff item 668.25, free of duty. The Bureau say that classification under item 722.18 as other enlargers and camera enlargers and dutiable at the rate of 15 per cent *ad valorem* now appears necessary 'because merchandise of this description does not set type as required by its present classification.'

Consideration will be given to any relevant data, views, etc., which are submitted in writing to the Commissioner of Customs, Washington DC 20226, and received not later than April 14, 1967.

Inquiries regarding this notice may be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

The Muirhead demonstration unit about to leave England on its current tour of East Europe, lasting till May. Lectures and demonstrations of Muirhead precision electrical instruments and facsimile transmission equipment are being given in East Germany, Czechoslovakia, Hungary, Poland, Yugoslavia and Bulgaria. The team travelling with the unit includes (centre) Mr. G. Keska, sales manager, Eastern Europe, and (right) Mr. G. Ferrazzini, sales engineer.

Fabrics containing wool—investigation

THE *Board of Trade Journal* dated November 25, 1966, announced an investigation by the United States Tariff Commission into the tariff treatment of imports of fabrics containing wool and other textile materials, particularly imports of such fabrics containing reprocessed or reused wool. The Tariff Commission's report of its investigation has now been issued and contains the Commission's suggestions for solving the problems of so-called 'loopholes' through which imports of certain wool blends enter on the basis of the lower rates of duty applied to fabrics other than wool present in the blend.

Inquiries regarding this notice may be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3365).

Fair Packaging and Labelling Act

THE BOARD OF TRADE JOURNAL dated December 23, 1966 gave notice of the United States Fair Packaging and Labelling Act which comes into effect on July 1, 1967.

Section 4 of the Act authorizes the Secretary of Health, Education and Welfare to promulgate regulations relating to the marking and labelling of foods, drugs, devices and cosmetics additional to the regulations already in effect under the authority of the Federal Food, Drug and Cosmetic Act.

The Commissioner of Food and Drugs now proposes to establish an exempting procedure, e.g. small packages, and to modify the existing regulations pertaining to the labelling of foods. (Proposals for changes in the labelling requirements for drugs, devices and cosmetics will be issued later.)

Interested persons, who are advised to obtain a copy of the detailed proposals from the Board of Trade, address below, may

(*Continued on next page*)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

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file comments on either the proposed exempting procedure or the proposed amendments to the food labelling requirements (in quintuplicate) with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue S.W., Washington DC 20201, not later than May 15, 1967.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

BRAZIL

New customs tariff

IT WAS ANNOUNCED in the *Board of Trade Journal* of February 24 this year that as a result of Decree-Law 169 the import duties to be levied under the new customs tariff were reduced by one-fifth to offset the effect of the recent devaluation of the cruzeiro. Decree-Law 169 has now been cancelled by Decree-Law 264 which sets out the specific reductions that will now be made on the duty rates shown in the new customs tariff, as follows:

Duty rate shown in the new customs tariff	Duty rate that will now be applied
120%	100%
100%	80%
80%	65%
70%	55%
60%	50%
50%	40%
40%	32%
35%	28%
30%	25%
25%	20%
20%	15%
15%	12%

In addition, the duty rates on certain individual items in the new customs tariff have been altered by Customs Policy Council Resolutions 454, 459 and 460.

Minimum values

BRAZILIAN Customs Policy Council Resolution 456 has established the following minimum values (in United States dollars c.i.f.) for calculating the *ad valorem* tariff:

Tariff No.	Description	Minimum Value
29.14.041	Vinyl acetate – monomer	$295 ton
29.14.106	Formic acid	$390 ton
29.14.121	Sodium formate	$190 ton
29.44.014	Penicillin	$21·75 thousand million i.u.s.
85.04.001	Transformers and inductance coils, oil break or not – horizontal outlet transformers (fly-back)	$1·80 each
85.27.002	Loudspeakers	$0·70 each
90.08.005	Photographic cameras: any other	$15·00 each

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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- DETOXAN (R) (dichlorine-diphenyl-trichlorethane—active substance for formulations).
- CRIPTODIN (R) (mercury salts based fungicide).
- MERCURAN (R) (fungicide and insecticide containing mercury salts and hexachlorine-cyclohexane).
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- DIBUTOX (R) (insecticide based on 2·4 dinitro-ortho-secondary-butyl-phenol).

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HARTLEPOOL INDUSTRIAL EXHIBITION, July 18-22 – SOUTH DURHAM STEEL & IRON CO. LTD. are showing. This is big business. Catalogue deadline May 1. All inquiries to the Industrial Development Officer, Municipal Buildings, Hartlepool. Tel. 2161.

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EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3654.

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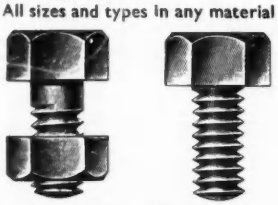

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